



HOME STAGING CHANNEL

Open House Checklist for Sellers

Be Prepared

- Do a walk-through to see what buyers will see.
- Get a home inspection for problem areas.
- Hire a professional to make repairs.
- Get an appraisal to determine your home's worth.

Clean, Clean, Clean!

- Eliminate dust.
- Steam clean carpets - don't forget drapes.
- Mop floors.
- Empty the garage.
- Clean kitchen and laundry room appliances.
- Clear countertops of appliances.
- Replace caulking in kitchens and bathrooms.
- Rid sinks, toilets and bathtubs of stains.
- Clean tile in kitchens and bathrooms.
- Organize closets and drawers.

Eliminate Clutter

- Store family photos and personal knick-knacks.
- Organize drawers, cabinets and closets.
- Remove bulky furniture.
- Lock up valuables and important documents.

Set the Stage

- Update light switches and fixtures.
- Rearrange furniture to show off the room's best features.
- Add fresh linens to bathrooms.
- Place flowers throughout the home

Create Curb Appeal

- Free gutters of debris.
- Paint trim, shutters and door.
- Power wash the home's exterior including windows.
- Fix cracks in the driveway and sidewalk.
- Sweep driveway, walkways and patio.
- Mow the lawn and trim shrubs and trees.
- Make roof repairs.
- Plant colorful flowers.

Set the Scene

- Stock a buffet of refreshments.
- Bake cookies or light scented candles.
- Open a window for air.
- Bring natural light in; open blinds and curtains.
- Take pets to a sitter during open house.
- Store TVs or keep them off.
- Turn on lights to brighten home.
- Turn on background music.

Highlight Features

- Pull back curtains to showcase view.
- Keep rugs off hardwood floors.
- Use furniture/plants to show off porch.
- Clean pool of debris.
- Check that fireplace is clean and working.

Get the Word Out

- Post open house signs at high traffic intersections with easy to read directions.
- Host a brokers-only open house with food and refreshments.
- Place ads in newspapers, real estate publications and on the Internet.
- Tell everyone you know about your open house.

Be a Good Host

- Offer visitors a fact sheet on the home, include your contact information.
- Ask visitors to sign in.
- Interact with visitors, but give them space.
- Have documents such as homeowner's association rules and inspection reports.
- Be warm and friendly.

