



## 9 Home Staging Tips for Faster Sale...

**First impressions count.** Roll out the red carpet for potential homebuyers by sprucing up your entryways, especially the one on the Century 21 lockbox. Welcome mats, planters filled with seasonal flowers, and clutter-free foyers and hallways set the stage.

**Sell the space, not your stuff.** Remember that the goal of a successful showing is to make a prospect feel at home – like it's theirs, not yours. Put away your extensive personal collections – i.e., no magnets on the refrigerator. Less is more: open up your space so prospects can actually see what they're buying.

**Paint and elbow grease work wonders.** Fresh paint and a thorough cleaning will give you the greatest "bang for your buck." Remember that neutral walls are your best bet when staging a home for sale.

**Go with the flow.** Arrange furniture for easy traffic flow. Consider placing a major piece of furniture at an angle, such as a couch or desk. Angles add interest and can create a more open feel.

**See the light.** Move lamps to dark corners and arrange window treatments so that natural light floods your rooms. Brighter is better, and your rooms will look larger. Visit Lowe's or Home Depot's extensive lighting section for the latest in fashionable, functional lighting.

**Go green.** Live plants can add decorative flair, without spending a bundle. Plants and cut flowers have a way of warming up a room.

**Don't forget the outdoors, especially this time of year.** If you have a porch, deck or patio, clean the furniture and replace worn cushions. Breathe new life into your deck with a fresh finish; Lowe's or Home Depot's has a variety of deck staining and sealing products that are easy to apply.

**Make the kitchen sparkle.** De-clutter the countertops by removing toasters, food processors and other non-decorative items. If you have a breakfast table or counter, put out a couple of table settings complete with place mats, napkins and dinnerware.

**Warm up an empty home.** If your home is vacant, consider renting furniture for key rooms, but don't go overboard. Ask Christine Hendricks your real estate professional for advice, based on your home's unique features and selling points.