

# Concierge News

Volume 5, Issue 3 May 2008

## 9 Home Staging Tips for Faster Sale



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- 1. First impressions count.** Roll out the red carpet for potential homebuyers by sprucing up your entryways. Welcome mats, planters filled with seasonal flowers, and clutter-free foyers and hallways set the stage.
- 2. 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. Less is more: open up your space so prospects can actually see what they're buying.
- 3. 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.
- 4. 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.
- 5. 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.
- 6. Go green.** Live plants can add decorative flair, without spending a bundle. Plants and cut flowers have a way of warming up a room.
- 7. 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.
- 8. 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.
- 9. Warm up an empty home.** If your home is vacant, consider renting furniture for key rooms, but don't go overboard. Ask your real estate professional for advice, based on your home's unique features and selling points.

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