



PREP. LIST. SOLD.

**Military Home Sale
Prep Guide in
San Antonio**

San Antonio Currents and Lifestyle

OVERALL GUIDE ON HOW TO PREP YOUR HOME FOR A FAST MILITARY SALE

In San Antonio — by Anthony Sharp, USAF Vet & Realtor

PCS Orders Just Dropped? Here's What to Do Next.

Military moves don't wait—and neither should your home sale. If you've just received orders and need to sell quickly, this guide is built for you. As a military relocation specialist, I know what it takes to get your home market-ready fast, attract motivated buyers (especially other military families), and close on your timeline.

Whether you've sold before or this is your first PCS move as a homeowner, this simple step-by-step breakdown will help you skip the guesswork and get results—without sacrificing your sanity or your sales price.



HOW TO PREP YOUR HOME FOR A FAST MILITARY SALE

1. Start Early – Even Before You Get Orders

Military life is unpredictable, but your move doesn't have to be. As soon as you suspect a PCS might be coming—start prepping. Contact a military relocation agent who understands your timeline and can advise you early. Starting early gives you a serious head start when your orders drop and the clock starts ticking.



2. Declutter & Depersonalize Your Space

Less is more when it comes to showing a home. Pack away family photos, personal collections, and extra furniture to make each room feel open and inviting. Think “model home” vibes—neutral, clean, and easy for buyers to picture themselves living there. Bonus: this doubles as early packing for your move!

see page #8 to see exclusive tips!

HOW TO PREP YOUR HOME FOR A FAST MILITARY SALE

3. Tackle Small Repairs That Make a Big Impact

Don't let minor issues become deal-breakers. Fix dripping faucets, replace burnt-out bulbs, tighten loose handles, and touch up paint. These small fixes build buyer confidence and help your home feel well-maintained and move-in ready.

4. Boost Curb Appeal (First Impressions Count!)

The outside of your home is the first thing buyers see—make it shine! Mow the lawn, trim overgrown bushes, plant fresh flowers, pressure wash the driveway, and touch up the front door. A clean, welcoming exterior helps buyers fall in love before they even walk inside.



see page #8 to see exclusive tips!

HOW TO PREP YOUR HOME FOR A FAST MILITARY SALE

5. Stage Strategically

You don't need a full interior makeover—just focus on high-impact spaces like the living room, kitchen, and owner's suite. Use light, neutral bedding, open the blinds to bring in natural light, and set the table.



6. Price It Right from Day One

Pricing is the most powerful tool in a fast home sale. Your agent should run a Comparative Market Analysis (CMA) and help you set a competitive price based on current market trends. Pricing too high can scare off buyers; pricing smart gets you offers quickly—especially in a military market where buyers are often on deadlines, too.



see page #11 to see exclusive tips!

HOW TO PREP YOUR HOME FOR A FAST MILITARY SALE

7. Professional Photography & Targeted Marketing

High-quality photos are non-negotiable. Most buyers will see your home online before they ever step inside. Invest in professional photos, drone shots, and a compelling description. Then, make sure your agent is targeting military buyers—especially those relocating to or from bases like Randolph AFB, Lackland, or Fort Sam.

8. Be Show-Ready & Flexible

With tight PCS timelines, flexibility is key. Make it easy for buyers to see your home—even if you're not around. Keep things clean and picked up, and consider using a smart lock or lockbox for agent access. The more accessible your home is, the faster it will sell.

see page #13 to see exclusive tips!



HOW TO PREP YOUR HOME FOR A FAST MILITARY SALE

9. Plan for Remote Offers & Closing

There's a good chance you'll be under contract or closing after you've already moved. That's okay—with today's tech, you can handle most of it remotely. Set up e-signature tools, work with a mobile notary, and have your agent manage inspections and repairs on your behalf. Your military life shouldn't be put on hold for paperwork.



10. Lean on a Military-Savvy Agent

Not all agents understand the urgency, flexibility, and unique loan situations that military families deal with. Working with a VA-knowledgeable, relocation-experienced Realtor (like me!) can make a huge difference in getting your home sold quickly and smoothly.



EXCLUSIVE TIPS: SELLERS CHECKLIST

1. EXTERIOR PAINT

FIRST IMPRESSION IS LAST
IMPRESSION! MAKE IT COUNT.

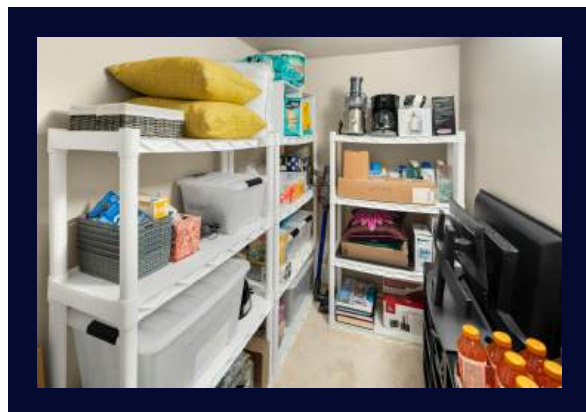
Repainting the whole exterior might be impractical, but always touch up the trim and any peeling spots.



2. ATTIC AND STORAGE AREAS

SHOW ONLY THE THINGS WHICH ADDS
VALUE!

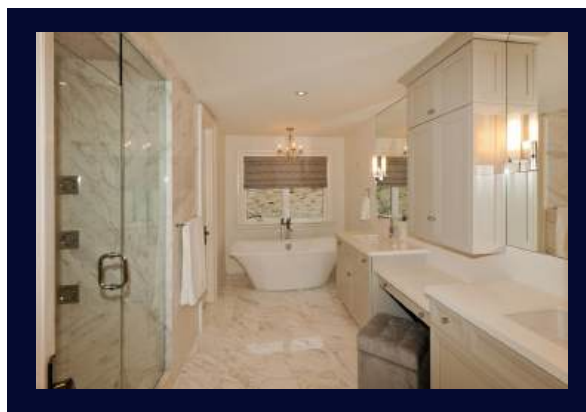
Toss items you don't plan on moving, and pack items you won't need. Dress these areas to impress, showing visibly effective storage or unique dual-purpose spaces.



3. BATHROOMS

EVERY BEAUTIFUL EXPERIENCE
MATTERS!

Create a spa-like atmosphere by rolling your nicest towels into baskets, deep cleaning every corner, and adding candles and lavender.



EXCLUSIVE TIPS: SELLERS CHECKLIST

4. INTERIOR WALLS

THE MAGIC OF WALLS!

Removes cuffs on walls using Mr. Clean Magic Erasers for a quick turnaround polishing.



5. WINDOWS/TRIM

MAKE THEM SHINE!

Consider hiring professional cleaners or power washing to make sure they shine.



6. ENTERTAINMENT AREAS

SHOW THE LIVABILITY AT BEST!

Remove excess furniture to create more visual space, and then organize the best pieces into arrangements that showcase the livability of the space.



EXCLUSIVE TIPS: SELLERS CHECKLIST

7. LANDSCAPING

LET THEM FEEL THE GREENERY!

Mow the lawn, trim hedges, and plant annual flowers to brighten things up. Off-season? Sweep dry leaves, and add color with any in- season nature.



8. KITCHEN

LESS IS GOOD!

Put away small appliances (even if they are used daily.) Counters should be 95% cleared.



9. FIX "HIDDEN" REPAIRS

LET'S FIX THE HIDDEN HOLES!

Outdated or faulty systems, leaking roofs, and termites will all show up eventually. As a general rule, recognize and fix problems before buyers notice them.



EXCLUSIVE TIPS:

Home Staging Tips to Help Your Home Sell Faster

✓ **Make a Powerful First Impression**

Buyers decide within seconds. Staging makes those seconds count.

82% of buyers say it's easier to visualize a staged home as their future home. 41% are more likely to book a showing after seeing staged photos online. 27% say they're more willing to overlook flaws in a staged home (like older carpet or small updates).

✓ **Attract Higher Offers**

Well-staged homes don't just sell faster—they sell for more.

50% of sellers' agents say staging increases the offer amount. 23% saw a 6% to 10% bump in final sale price. Another 24% saw a 1% to 5% increase.

✓ **Sell Faster—Before Your PCS Date**

Time is tight during a PCS move. Staging helps you move on schedule.

Homes staged before listing sell 88% faster than those left empty or cluttered.

On average, staged homes go under contract in 20–25 days.

 *Pro Tip: Staging helps buyers emotionally connect to your home—getting you offers sooner and on your timeline.*

Home Staging Tips to Help Your Home Sell Faster



01

Declutter, Declutter, Declutter

Get rid of old items you don't need and show off how much storage you really have.

Place a Welcome Mat

Remember that first impressions are always important!



02



03

Swap Personal Photos with Artwork

It will help your potential buyers envision themselves living in your home.

Refresh With Paint

A fresh coat of paint in white or neutral colors can give new life to your house.



04



05

Give Importance to Home Lighting

Make your home look warm and welcoming with proper lighting.

Group Furniture Away From Walls

Reposition sofas and chairs into conversational groups to make the space more user-friendly.



06



07

Transform Old or Unused Rooms

Repurposing an extra room adds value to your home.

Recycle Your Resources

Salvage old materials and turn them into something useful to save money.



08



09

Arrange Decorative Displays and Group Them into Three's

Assembling classy and colorful displays into three's increases the room's general appeal.

Decorate the Bathroom with White Linens

It helps create that clean and elegant spa-like look.



10



11

Refurbish the Kitchen

Keep your countertops clear and refresh old kitchen cabinets and doors with paint.

Tend Your Yard and Improve Your Curb Appeal

Bring out a nice color into your walkway to make it more appealing.



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EXCLUSIVE TIPS: PREPING FOR PHOTOGRAPHY

Kitchen and Main Living Spaces

- ✓ Remove all clutter from countertops, shelves & tables
- ✓ Hide trash cans
- ✓ Put away cleaning products (paper towels, soaps, etc.)
- ✓ Remove kitchen rugs (unless decorative and clean)
- ✓ Store personal items (jackets, purses, sunglasses, etc.)
- ✓ Neatly clean couches and fluff pillows



Bedrooms

- ✓ Neatly make the beds and fluff pillows
- ✓ Remove all clutter from nightstands & dressers
- ✓ Put away personal items (glasses, medicine, family portraits, etc.)

EXCLUSIVE TIPS: PREPING FOR PHOTOGRAPHY

Bedrooms

- ✓ Store religious items discreetly
- ✓ Remove or minimize baby cribs (if possible)
- ✓ Pick up clothes and keep closets tidy
- ✓ Remove dog toys, beds, bowls, and cages
- ✓ Remove cat toys, towers, bowls, and litterbox



Bathrooms

- ✓ Remove all clutter from countertops, shower, and bathtub
- ✓ Store soaps, shampoos & conditioners out of sight
- ✓ Hide trashcan
- ✓ Remove bathroom rugs (unless clean and decorative)
- ✓ Remove personal towels—use fresh, neatly folded ones for staging

EXCLUSIVE TIPS: PREPING FOR PHOTOGRAPHY



SHARP'S TOP PICK:

*Handpicked Experts
for your home needs.*

Landscape



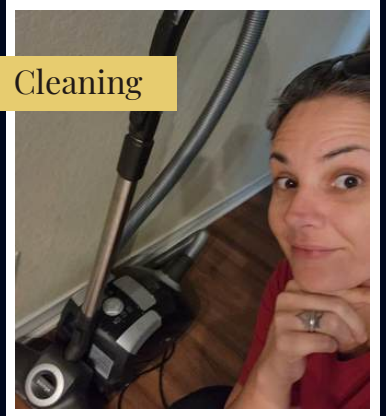
Critters Lawn Care,
from simple trims to full yard
transformations.
Give **Daniel** a call for a free quote
at (210) 326 4108

Handyman



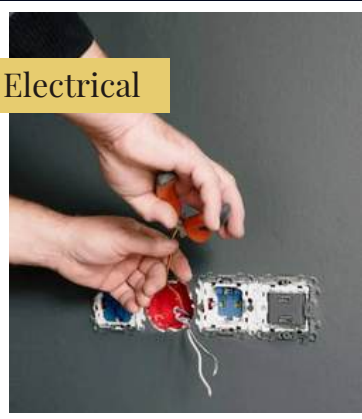
**Ryse Construction &
Handyman LLC,**
Need help with your home repairs
and maintenance?
Give **Eric** a call at (361) 739-5227

Cleaning



EZ-DZ Clean,
Offers cleaning, deep cleaning,
and organization services.
Call them for more info at
210-800-7204

Electrical



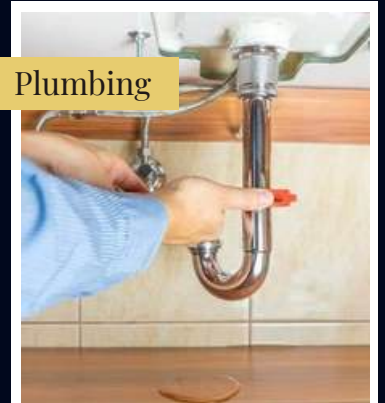
Koenig Electric LLC,
From panel upgrades to whole-
home rewiring to light fixture
installations.
Call **Kenneth** at (830) 327-2737

HVAC



**Climate Express Heating & Air
LLC,**
Offers expert HVAC system
replacements, repairs, and
maintenance.
Call them at (803)-302-7401.

Plumbing



Silver Back Plumbing
Need help with your home repairs
and maintenance?
Give **Eric** a call at (361) 739-5227

Foundation



Risen Foundation Solutions,
Offers foundation repair services with customized solutions and high-quality slab piers
Contact them at **(210)-796-6372**

Roofing



Roof Repair And Leak Experts, LLC
Services include roof replacement, roof repairs, gutter services, roof cleaning, and more.
Contact them at **830-221-7910**

Pressure Washing



Critters Lawn Care,
Go-to choice for professional and affordable pressure washing services
Call **Danny** at **(210) 326 4108**

Carpet Cleaner



Aaron at Executive
Offers foundation repair services with customized solutions and high-quality slab piers
Contact Aaron at **210-557-4333**

Garage Door



Monty's Garage Door Services
Reliable garage door installation and repair to keep your home secure and functional!
Contact Monty at **(210) 986 7592**

Pool Cleaning



Patriot Pool Tile Cleaning
Full service company that would love to make your pool beautiful again.
Call **Brandon** at **(830)-318-0049**

Moving Company



Justintime Moving-Cleaning
White glove services that included packing, loading, unloading, and unpacking.
Call them at **(210)-718-4578**

Junk Removal



Elite Haul Away LLC
Quick, easy junk removal to clear out your space—no hassle, no mess!
Give **Bobby** a call at **(210)-573-0595**



“ After interviewing a few realtors, I chose Anthony Sharp because I felt a sense of comfort with him. He was great throughout the process of selling my house, answered the million questions I had, and was very reassuring. We got an offer that worked out within the first week of being on the market, and closed in about a month. I would definitely recommend him to anyone needing a realtor.”

-Elizabeth M.

“Antony Sharp is the best realtor professional we have ever worked with. When he said, “You are in good hands,” we absolutely believed him—and he did not disappoint! We observed him for years before needing to enlist his services, and he was generous to his neighbors without expectation of return favor. We appreciated his advice, and valued his support as we prepared for sale.

Patience and wisdom—if you value these you will appreciate Mr Sharp’s professionalism!!”

-Robert H.

“Mr. Anthony Sharp is one-of-a-kind realtor. He’s an expert in his field, knowledgeable of property tax and associated tax laws, and dedicated from start to finish with his clients. If you’re in the market for a realtor, Anthony is your first and only choice for a successful outcome.”

-Luis Mercado

SHARP'S GUIDES