



*The Ultimate Pre-Listing*  
**HOME SALE  
PREP GUIDE**

PREPARING YOUR HOME FOR MAXIMUM IMPACT



# Congratulations on taking the Step to Sell your *home!*

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While you've likely heard about cleaning and decluttering, ***successful sellers know that true preparation goes far beyond the basics.*** This comprehensive guide will walk you through not just the obvious, but also the hidden elements that make a dramatic difference in how buyers perceive and experience your home.

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***Buyers aren't just purchasing a house—they're imagining their future life. Every detail, even ones you might not notice after years of living in your home, shapes their emotional connection to the property.***

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Have you ever wondered what buyers are really thinking during a showing? Or where they're actually looking? This guide answers those questions with insights gathered from hundreds of successful home sales.



*Let's prepare your home to make the  
strongest possible impression!*



# ENTRY & LIVING AREAS

## FIRST IMPRESSION ESSENTIALS



- Remove ALL pet evidence (beds, toys, bowls)
- Check ceiling corners for cobwebs
- Wipe down light switch plates and door handles
- Vacuum furniture (including under cushions)
- Ensure entry and main living area lights work
- Remove excess furniture to create open flow
- Clear entryway of shoes and jackets

## UNEXPECTED PLACES BUYERS LOOK



- Inside the coat closet (yes, they check storage!)
- Under the sofa (when they sit down)
- Inside built-in cabinets
- Your bookshelves (what do they say about you?)
- Around TV areas and electronics
- Behind doors (for wall damage)
- Inside drawers in living room furniture



## What Not To Worry About?

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- ✓ Minor scuffs on walls
- ✓ Slightly worn carpet in low-traffic areas
- ✓ Small nail holes from pictures
- ✓ Cosmetic issues that would be part of future updates
- ✓ Features that would require major renovation

### Valuable *Reflection*

*Have you walked into your home as if for the first time? Try entering through the front door with fresh eyes. What catches your attention first? Is it positive or negative?*



# KITCHEN & DINING



## FIRST IMPRESSION ESSENTIALS

- Empty the sink completely (no soap, sponges, etc.)
- Clear ALL countertops (minimal appliances only)
- Clean inside the microwave and oven
- Remove all magnets/papers from refrigerator
- Clean major appliance exteriors thoroughly
- Remove garbage cans or ensure they're empty
- Clear table of all items or set simply



## HIDDEN ELEMENTS BUYERS NOTICE

- Under-sink area (buyers always check this)
- Inside the refrigerator (yes, they look!)
- Pantry organization (even behind closed doors)
- Inside the oven (they'll check!)
- Above cabinets (dust collects here)
- Under the kitchen table (for crumbs)
- Inside the microwave



## What Not To Worry About?

- ✓ Older appliances still in good working condition
- ✓ Cabinets doors with minor imperfections
- ✓ Minor grout discoloration
- ✓ Well-maintained but outdated countertops
- ✓ Older fixtures that still work well
- ✓ small scratches on countertops

### Valuable *Reflection*

*What three spots in your kitchen would draw immediate attention? Focus your efforts there for maximum impact.*

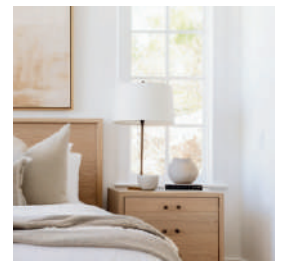




# BEDROOMS & CLOSETS



## FIRST IMPRESSION ESSENTIALS



- Make beds with clean linens
- Remove items from under beds (buyers look here!)
- Pare down closets to show space (50% capacity ideal)
- Remove personal items from nightstands
- Ensure bedroom lighting works well
- Remove excess furniture if space feels tight
- Secure valuables and personal items

## SECURITY & PRIVACY PRIORITIES

- Remove and secure ALL valuables (jewelry, cash, firearms)
- Secure medication in locked containers or remove entirely
- Hide financial statements, mail, and bills
- Remove personal photos you don't want handled
- Secure important documents
- Hide keys to other properties or vehicles
- Remove personal journals/diaries

## THE UNEXPECTED PLACES BUYERS LOOK



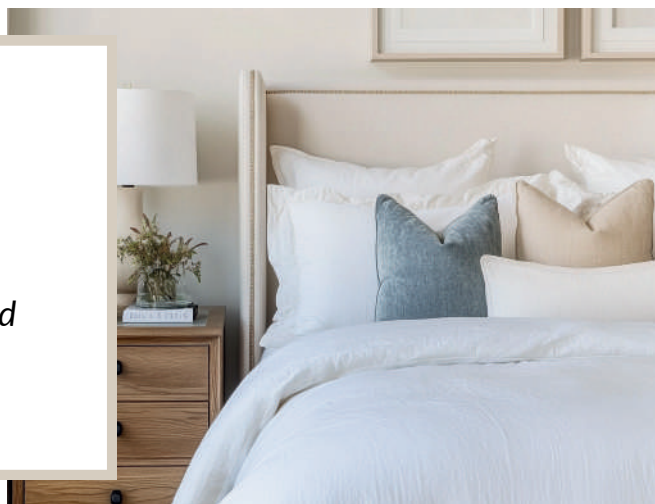
- Under mattresses (yes, really!)
- Inside dresser drawers
- On shelves in walk-in closets
- Inside bedside tables
- Behind headboards
- Inside decorative boxes
- Between mattress and box sprin

## What Not To Worry About?

- ✓ Minor scuffs on walls
- ✓ Small carpet wear in low-traffic areas
- ✓ Slightly dated light fixtures that work
- ✓ Window treatments that function but aren't stylish
- ✓ Minor cosmetic issues that would be part of future updates

### Valuable *Reflection*

*How does your bedroom make you feel when you first walk in? Calm? Cluttered? Your bedroom should evoke feelings of tranquility and space—does it?*



# BATHROOMS



## FIRST IMPRESSION ESSENTIALS

- Remove ALL personal hygiene products
- Keep medications secured outside the bathroom
- Clear countertops completely
- Replace shower curtain if not pristine
- Clean thoroughly, especially around fixtures
- Hang fresh, matching towels
- Empty trash cans completely
- Clean mirrors to sparkle

## THE UNEXPECTED PLACES BUYERS LOOK

- The medicine cabinet (empty it!)
- Inside the shower/tub (check corners for mildew)
- Behind the toilet
- Under the sink
- Inside linen closets
- Inside the toilet bowl (stains)
- At ceiling for evidence of moisture

## What Not To Worry About?

- ✓ Older countertops in good condition
- ✓ Dated but clean tile
- ✓ Cosmetic fixture issues if they function properly
- ✓ Minor grout discoloration (if clean)
- ✓ Older but functioning ventilation fans
- ✓ Minor cosmetic flaws likely to be updated later

### Valuable *Reflection*

*Bathrooms are critical selling points! Is yours sparkling clean even if not updated? Cleanliness will play a huge role in their buyers buying decisions.*



# GARAGE & STORAGE AREAS



## FIRST IMPRESSION ESSENTIALS

- Clear enough floor space to walk easily
- Organize visibly with simple systems
- Clean up major oil/fluid stains
- Ensure adequate lighting for showing
- Organize storage boxes neatly
- Secure any dangerous items/chemicals
- Ensure the garage door opener works

## SECURITY & PRIVACY PRIORITIES

- Remove expensive tools and equipment
- Clean out the refrigerator/freezer if you have one
- Remove personal memorabilia and valuables
- Secure bicycles and expensive sporting equipment
- Hide financial records in storage boxes
- Move valuable lawn equipment to a secure location

## THE UNEXPECTED PLACES BUYERS LOOK

- Inside storage cabinets
- At the ceiling (for water stains)
- Behind stored items (for wall condition)
- At electrical panels
- Inside utility sinks
- In rafters and overhead storage

## What Not To Worry About?

- ✓ Minor floor stains
- ✓ Wall dings and marks
- ✓ Unfinished areas that are typical for garages
- ✓ Lack of built-in storage systems
- ✓ Older but functioning garage door systems
- ✓ Concrete cracks that aren't structural

## Valuable *Reflection*

*Garages should appear functional and spacious. Does yours have enough clear space to imagine parking and still accessing storage?*



# OUTDOOR SPACES

## FIRST IMPRESSION ESSENTIALS



- Remove children's toys from the yard
- Store garbage and recycling bins out of sight
- Clean outdoor furniture
- Sweep walkways and patio/deck
- Remove personal decor (flamingos, gnomes, etc.)
- Trim bushes from walkways and windows
- Mow lawn and edge for neat appearance
- Add simple, colorful potted plants at entry

## THE UNEXPECTED PLACES BUYERS LOOK

- Side yards (often forgotten)
- Under deck or patio
- Behind sheds or outbuildings
- Pool equipment areas
- Window wells
- A/C unit surroundings
- Garden hose condition and storage
- Behind bushes near the foundation

## What Not To Worry About?



- ✓ Small concrete cracks that don't pose a hazard
- ✓ Less than perfect lawn if generally maintained
- ✓ Dated but functional patio furniture
- ✓ Older but functional outdoor lighting
- ✓ Cosmetic fence issues if structurally sound
- ✓ Features that would require major renovation
- ✓ Older play equipment that's safe and functional

## Valuable Reflection

*The outdoor space is your home's first impression. Stand at the curb and look at your property. What draws your eye first? Focus your effort there.*



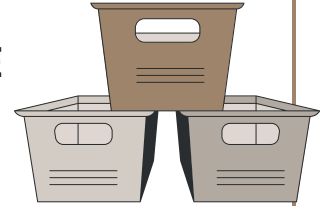
# LIFESTYLE ADJUSTMENTS

SHOW-READY



DAILY LIFE

## MAKING DAILY LIFE SHOW-READY



- Create a "showing day" bin for quick cleanup
- Designate a hidden spot for charging electronics
- Plan for pet accommodation during showings
- Create systems for mail and package management
- Prepare "grab and go" bags for quick exits
- Create a showing day checklist
- Establish a family routine for showing prep

## SPECIAL CONSIDERATIONS

- **Work From Home:** Create a clean, organized workspace
- **Children:** Simple toy storage solutions
- **Pets:** Have a plan for pet removal during showings
- **Hobbies:** Organize equipment neatly
- **Medical Equipment:** Store discreetly but accessibly
- **Package Deliveries:** Create a management system
- **Laundry:** Keep caught up and stored away

## What Not To Stress About?

- ✓ Evidence that children live there
- ✓ Home office if organized
- ✓ Functional hobby areas if tidy
- ✓ Pet areas if clean
- ✓ Normal daily living can continue
- ✓ Perfect styling in every room

## Valuable *Reflection*

*What aspects of your daily life would be most challenging to manage during showings? Focus your systems there to reduce stress.*



# Showing Instructions & GUIDELINES



## MAXIMIZE YOUR HOME'S APPEAL

First impressions matter! When potential buyers view your home, proper preparation can significantly impact their experience and your sale price. This guide provides essential instructions to ensure your home shows at its absolute best.

## If Your Home is *Occupied*

### BEFORE EVERY SHOWING

- Turn on ALL lights and lamps
- Open blinds and curtains
- Close toilet lids in all bathrooms
- Clear and put away dirty dishes
- Remove pets and their belongings
- Set thermostats to 72 degrees
- Clear countertops of daily items
- Hide valuable and sentimental items
- Keep trash cans empty and clean
- Clean bathroom and kitchen surfaces
- Add pillows and throws to furniture
- Make all beds with neat bedding

### ATMOSPHERE ENHANCEMENTS

- Play soft background music
- Use subtle, pleasant air fresheners
- Neatly arrange pillows and throws
- Use cookies or vanilla for scent
- Set table for an elegant meal (optional)

# If Your Home is *Vacant*

## PROPERTY MAINTENANCE

- Schedule regular property checks
- Use timers or smart lights
- Adjust thermostat for season
- Maintain yard and landscaping
- Use staging or minimal furniture

## FOR SHOWINGS

- Keep blinds open during the day
- Use long-lasting air fresheners
- Place welcome mats at entrances
- Check cleanliness and bulbs
- Remove flyers or door notices
- Clear mail or newspapers



## My *Commitment* To You

### AS YOUR AGENT, I WILL:

- ✔ Provide feedback after every showing
- ✔ Arrange showings around your availability
- ✔ Give you adequate notice before showings
- ✔ Verify the identity of all showing agents
- ✔ Ensure home is secure after each showing
- ✔ Advocate for your property's best features

### TOP TIPS FROM MY EXPERIENCE

- Depersonalize the space
- Declutter for openness
- Be flexible with showings
- Leave during showings
- Prioritize curb appeal

### QUESTIONS?

I'm always available to address any concerns you have about the showing process. Your success is my priority!



**TAMMY THEIS**  
YOUR CSRA REALTOR®

# SHOWING DAY QUICK-FIXES

## PRIVATE SHOWING PREPARATION (15-MINUTE PLAN)

- Open all blinds/curtains for maximum light
- Turn on ALL lights (even in closets)
- Set thermostat to comfortable temperature (72° in
- Quick vacuum of high-traffic areas
- Wipe down bathroom counters and toilet seats
- Empty all trash cans
- Check for pet hair on furniture
- Put away personal items on counters
- Secure valuables and medications
- Leave the house 15 minutes before showing time
- Close closet doors if contents aren't perfectly organized
- Quick check for fingerprints on glass and mirrors



## OPEN HOUSE PREPARATION (ADDITIONAL STEPS)

- Remove all valuables and sensitive documents
- Secure smaller electronics or remove them
- Put away ALL family photos
- Schedule pet boarding if possible
- Lock office/desk drawers
- Hide all medications completely
- Secure garage and storage areas
- Remove keys from key hooks/storage
- Hide mail and financial documents



## LAST-MINUTE EMERGENCY FIXES

- **Smells:** Vanilla extract in oven at low temperature
- **Dusty surfaces:** Dryer sheets work in a pinch
- **Water spots:** Microfiber cloth with vinegar solution
- **Fingerprints on stainless:** Small amount of olive oil
- **Floor debris:** Sticky lint roller
- **Scuffed walls:** Magic eraser for quick touch-ups
- **Pet hair:** Rubber gloves run over surfaces
- **Wrinkled bedding:** Quick spritz of wrinkle release

## Digital Security Reminders



- ✓ Password protect all computers
- ✓ Log out of all accounts
- ✓ Turn off smart speaker listening
- ✓ Hide router information
- ✓ Lock down smart home features
- ✓ Check TV browser history

## Valuable Reflection

*What's your 15-minute emergency cleanup plan?  
Having a system prevents panic when last-minute showings are requested.*



# FINAL WALKTHROUGH CHECKLIST

## Room-by-Room *Final Check*

### ➤ ENTRY/LIVING AREAS

- Entry clear of shoes and coats
- Living spaces decluttered
- Pillows arranged neatly
- Technology wires managed
- Remote controls hidden

### ➤ KITCHEN/DINING

- Counters clear and wiped
- Sink empty and clean
- Appliances wiped down
- Dining table clear or set simply
- No evidence of recent meals

### ➤ BEDROOMS

- Beds made
- Nightstands organized
- Clothing put away
- Nothing visible under beds
- Closet doors closed

### ➤ BATHROOMS

- Personal items removed
- Counters clear and clean
- Shower curtain/doors closed
- Fresh towels displayed
- Toilet clean

### ➤ OUTDOOR AREAS

- Entry swept
- Garbage bins hidden
- Toys put away
- Door and walkway clear

## QUICK SCAN CHECKLIST

- All lights turned on
- All doors unlocked for easy flow
- Temperature set to comfortable level
- All personal items secured
- All counters cleared and wiped
- Pet evidence removed
- Trash emptied completely
- Fresh towels in bathrooms
- Toilet lids closed
- Beds made
- Window treatments open
- Floors cleared of obvious debris
- No dishes in sink
- Mail and paperwork hidden

# WHY CHOOSE ME AS YOUR *agent?*

A Different Approach Gets Different Results



## MY UNIQUE SELLING STRATEGY

- Custom marketing plan for each home
- Professional photography that captures attention
- Strategic pricing based on real market data
- Maximum online exposure where buyers look
- Proven showing preparation process



## WHAT YOU CAN EXPECT:

- Weekly market updates
- Regular communication
- Showing feedback within 24 hours
- Strategic price adjustments
- Proactive problem-solving



## YOUR HOME GETS:

- Custom marketing materials
- Strategic online presence
- Targeted buyer campaigns
- Maximum market exposure

## MY PROMISE

"I believe in complete transparency, data-driven decisions, and constant communication. Your success is my priority."

## WHAT SETS ME APART

I create customized strategies, not one-size-fits-all solutions.

I focus on proactive marketing, not just listing and waiting.

I provide strategic guidance, not just basic services.

I deliver constant updates, not radio silence.

I bring proven results, not empty promises.

**LET'S GET YOUR HOME SOLD WITH A FRESH STRATEGY  
AND PROVEN APPROACH! CALL OR TEXT NOW**



**Tammy Theis**

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# Let's prep *smart* together!

I understand the balance between preparing your home effectively and avoiding unnecessary stress or expense. This practical approach helps you make a great impression without overspending on items that can be addressed during negotiations.

The goal is to *showcase your home's potential while making the selling process as smooth as possible* for you and your family.

QUESTIONS ABOUT PREPARING YOUR SPECIFIC PROPERTY? LET'S TALK!

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**LET'S FOCUS ON WHAT TRULY MATTERS—  
CHAT WITH ME TO GET STARTED!**

