

Dear (Individual Realtor),

Everything looked great inside and out today. Very rare. The outside is beautiful. The only thing I would do outside is move the dog cage from dining room view. The following will help eliminate clutter and any negatives in the prospective buyers eyes;

- **Never More Than One Thing On Any Flat Surface. Keep It *VERY* Simple And Easy For A Prospective Buyer To Visualize Themselves And Their Items In *Their* New Home!**
- Replace bathroom faucets -
- Remove everything from bathroom sink areas except for only one item at most. No toothbrushes, no soap dispensers, nothing. If you choose to leave out one item, make it a colorful hand towel that is neatly folded and laid askew beside one of the sinks. A simple strip of wide crown moulding glued to the bottom of the mirror will cover the de-silvering. A mitered “frame” constructed of crown moulding would be better.
- New bathroom flooring - only needs to be clean and new looking. Lower-end, neutral stick on vinyl tiles will work. (Owner had bare concrete floor)



- Change kitchen fixture to very plain flush-mount ceiling fixture. Existing matching fixture can be moved to dining room if they are keeping chandler. Since it matches the one over the sink it might be a good idea to go ahead and swap them anyway for a simpler look. Example To The Right



- Hide all kitchen tool jars inside cabinet. Leave out Family sign in between stove and window in the middle. Nothing more than one decorator, colorful item per counter. That is no more than 3 things in the whole kitchen! The coffee maker counts as one. The K-cup carousel needs to go in a cabinet above. No paper towels. No soap on the sink. Everything like that under the counter. No more than 2 small items in the window on either side of the sink. This is going to be hard but if there is a way to have a nice view from the sink of patio furniture or plants, that would be best. It needs to look more like covered entertainment area than car port or a view of your neighbors. Nothing on top of the fridge. No magnetic items on side or front either.



- Move wind chimes, dog cage from view. Pull chairs up to the house so they do not show when looking through the window. 2 matching colorful chairs and a small table can go out in front of the rosemary bushes to pull the eye further outward. Remove all dog bedding and feeding dishes from floor. All signs of pets will need to be hidden from inside of house.



- Remove all pictures from the fireplace. Leave the sconces, clock, picture on wall and two candle sticks on the ground. all else removed.



- Remove everything but lamps on end tables. Even the phone if possible.



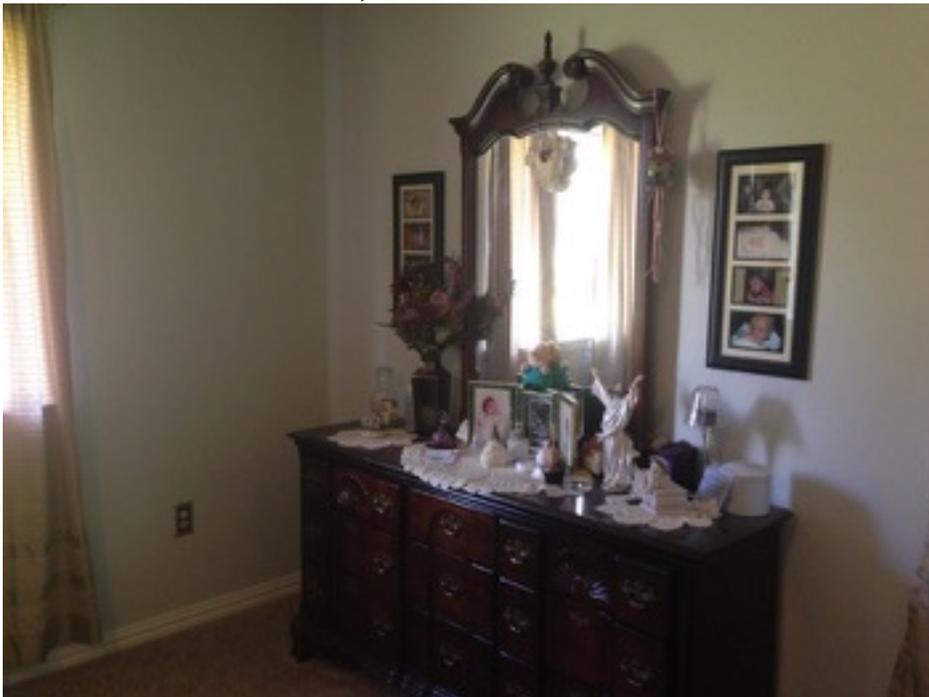
- Empty the coffee table but leave the book stack and possibly the bowl.



- TV cabinet... small plant in the center on top plus existing speakers. All else removed. Only one thing in each open cabinet. Keep it very simple and colorful. Leave electronics but remove all photo frames. The vases need to be removed or moved to another location where there is more room. they do not have to go together. Not even in the same room. (... you can leave big screen on and have smooth jazz channel playing very softly when house is being showed if you like).



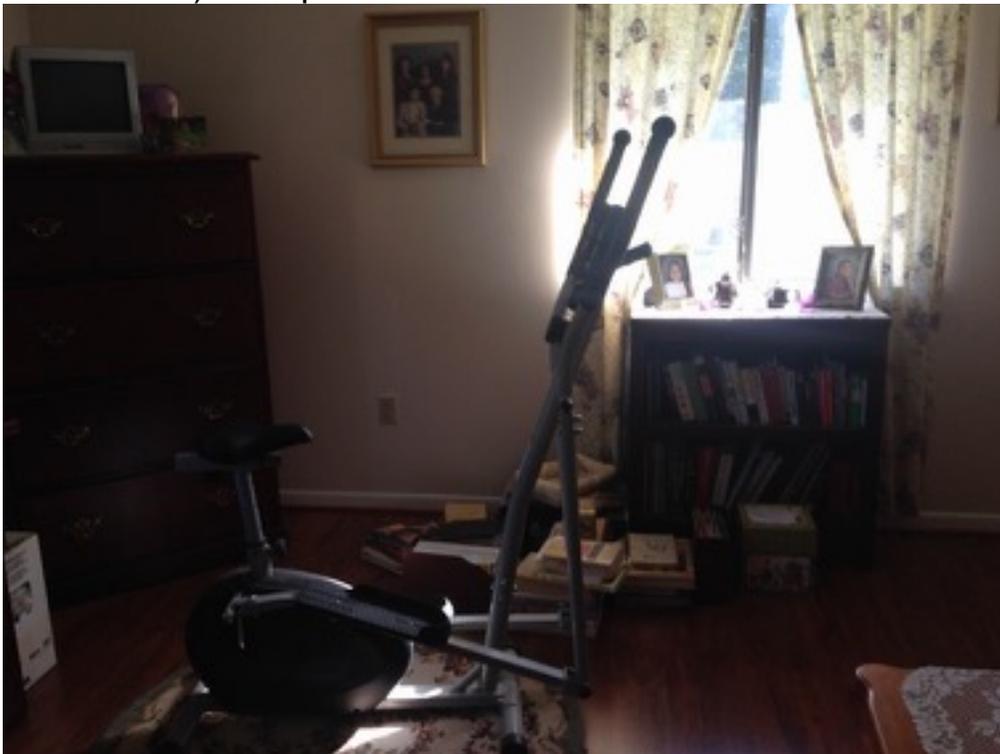
- Remove everything except clock frame/baby pics from dresser and mirror. Even the doilies and plastic flowers. The house showing is so a prospective buyer can imagine their things in the space. It is easier to do so when there is minimal items. It's not for our taste, it is for theirs.



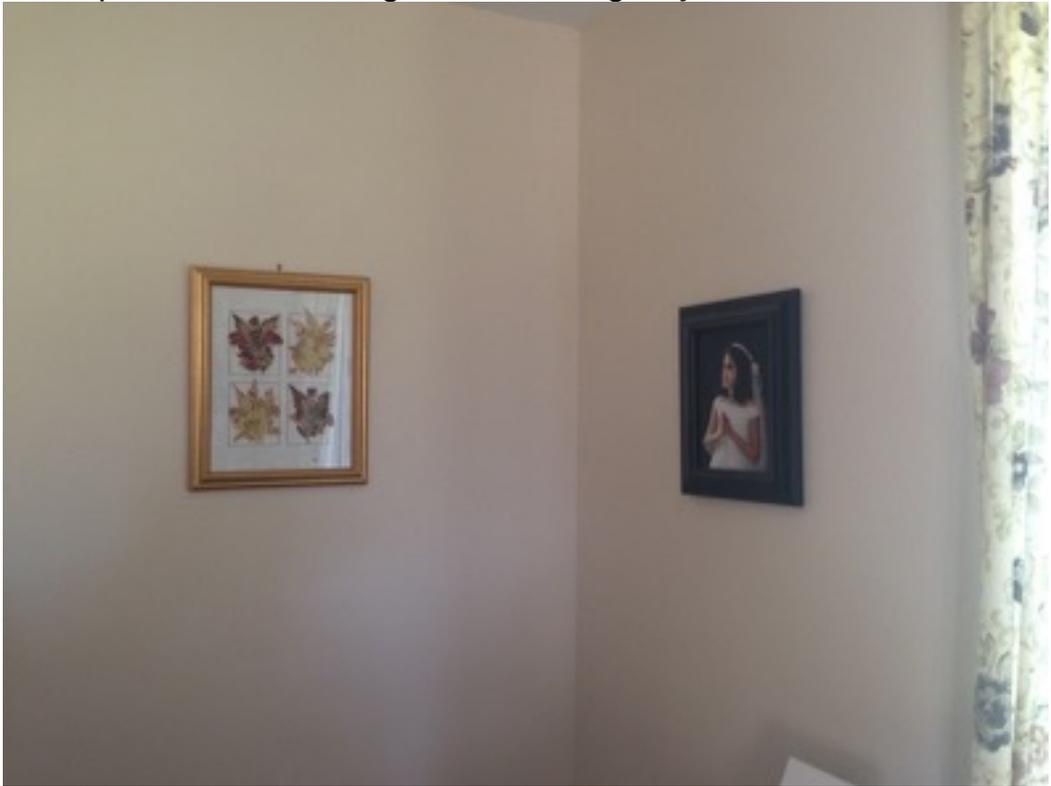
- Only the computer items, lamp and glasses left on desk. Not even the pencil cup left out. Neat and simple.



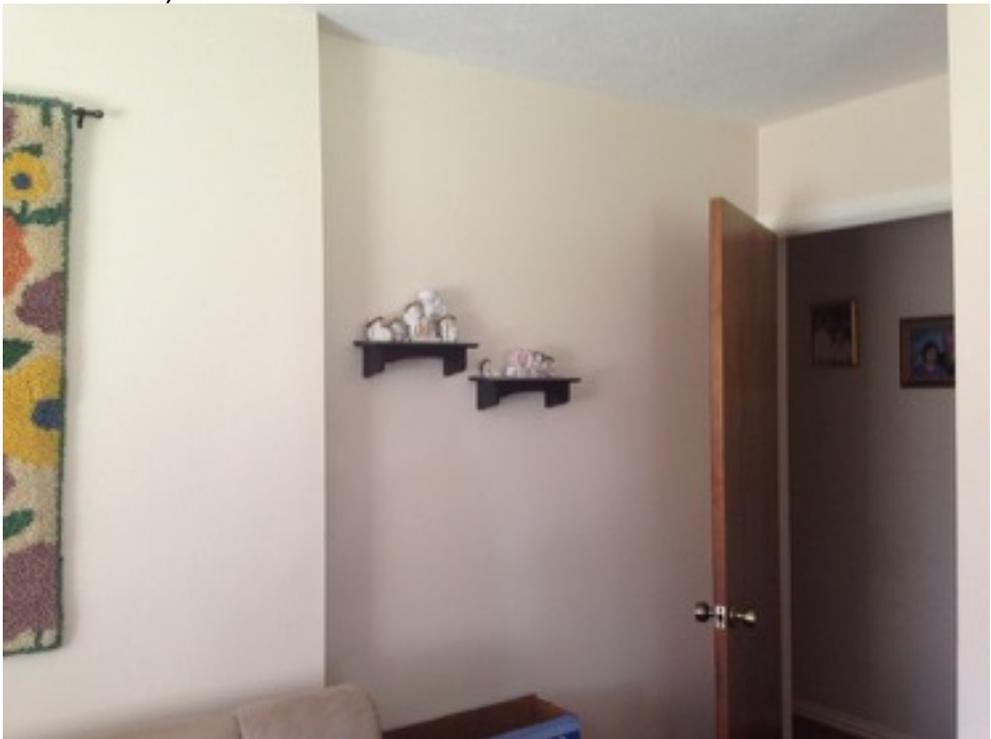
- Only TV on tall dresser. Remove exercise equipment/small rug to closet or anywhere they will not see. Finish sorting and shelving or boxing books on floor. No doilies anywhere. To us they say "home". To a prospective buyer they say old fashioned. If Old-fashioned is their taste, then they will see they have their own doilies and can "fix up" this place. It will actually make them want your place more because in their mind all your place needs is a few things they already own. Pic one item (Not a photo frame!) for top of small bookshelf.



- Remove most all personal photos from walls (unless they are hiding something) but leave all "art" (Non-personal photos). Box small photo frames well with padding to prevent scratching while moving to your new home.



- Nothing breakable on small shelves. Someone new to your space will get the immediate feeling that they might accidentally break something. Eliminate the possibility of anyone feeling anything dangerous and leave them with the feeling that they just entered *their* new home for the first time. (Actually, just remove the shelves and all to be safe).



- Remove boxes, doilies, bears and most pillows. Leave the purple and green pillows.



- Repair or put a plant in front of outside patio post.



- It's Texas. Even aluminum seems to rust. Nothing can be done for that. But an easy quick fix for that can be a coat of paint or even aluminum metallic paint on just the front beam so that it is not one of the first things anyone notices. Potential clients will go in through the front door using the supra-key box. When they exit they will look back and all they will see is the front again.



- The Tractor will need to go somewhere besides the front entrance. Even in the patio/ carport area. Move the small chairs and table to where the tractor is currently. If you have something tall (like a potted plant or screen) place it in front of the air-conditioner behind the newly placed small chairs/table to block immediate view of the "window unit" you have installed in the wine cellar. Prospective buyers do not need to think the AC needs a boost or that it is not central before they even enter the house. We both know that is not the case but eliminate that reaction before it can happen by a simple blocking of that view and a diversion.

It always seems at first that everything needs changing but if you have ever been the one shopping for a new home and entered a home with their items and furniture, you know how hard it is to not be distracted by their *things*. You can help show a potential buyer how wonderful your home is, even when you are not there and help them to write up an offer you want to accept by doing the above steps. Don't forget to have them leave the realtor's calling / business cards on the counter for other realtors to view.

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