

## Living Room

### **Goal:** Instant connection

This room should be comfortable, elegant and represent a place where the buyer envisions curling up to read a book or entertaining friends. The living room is often the first room buyers see so the space needs to impress people; setting the tone for the rest of the home.

### **Really Clean**

- Carpets, walls and baseboards
- Light switches and fixtures
- Windows and doors until sparkling
- Electronics
- Fireplaces: clean out completely and clean glass, metal trim and brick
- Under furniture, pulling out seat cushions
- Take out window screens if not in season
- Paint windows so there is no cracked or peeling paint; make sure they slide easily

### **Remove or Store**

- All knick knacks, collections and personal items
- All valuable items to protect them (if necessary, take them to a safety deposit box)
- Any unnecessary cords and plugs by hiding them
- Items on mantels and hearths to only a few necessary items
- Clear coffee and end tables (Use only for lamps, 2 or 3 books or a vase)
- All signs of pets, including water dishes and toys
- Ashtrays
- All personal photos and family pictures
- Pack up children's toys and games – move to the child's bedrooms
- Reducing the number of books on bookshelves (keep only 1/3 of what you currently have on your bookshelves and pack the extras)
- Reduce the number of wall paintings and pictures to only one large picture on a wall or a smaller group of three

### **Replace or Repair**

- Any doors that do not swing/slide smoothly
- Light fixtures that do not work, are dated or are too small

- Carpet if needed – professional clean or replace if dated
- Trim or edging that may be damaged

#### **Review & Details**

- Wall hangings and pictures need to be at eye level
- Windows treatments should not be distract from any potential view, should not be dated or dominate room
- Open up the blinds/drapes for every open house, if the view permits
- Neutral throw rugs and pillows add a warm comfy look (Limit the number of pillows)