

## **A STAGED HOME IS A CLEAN HOME!**

**By Margie Ogle, ASP, IAHP**

This Month's Staging Tip  
Published in NABOR Magazine

A Staged home is a clean home! When preparing a home for sale, it is important that everything sparkles. A thorough cleaning means attention to detail, from the ceiling fans down to the baseboards and everything in between. Clean carpets are essential, too. A professional cleaning may be necessary, but it is well worth it. Cleaning also helps to eliminate odors.

The exterior of the home should be cleaned as well. This may include power-washing the outside walls, the lanai and the driveway.

Clean houses are always more appealing to buyers. They look better, and they feel more inviting. Buyers assume that a clean house is well cared for. And this of course means less maintenance for the new owner, a real selling point!



## **MARKET A VACANT HOME!**

**By Margie Ogle, ASP, IAHP**

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The best way to market a vacant home is to stage it with furniture. It is not necessary to furnish every room, just the main living areas. And because staging is not decorating, it is not necessary to fill every space. By using a few basic pieces of furniture and some interesting accessories, a room can be staged quite well.

Furniture helps to define the space and give perspective. With correct placement, it can highlight certain features of the home. Furniture also helps to make the rooms warm and inviting. This allows prospective buyers to envision themselves living there.



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