



## Getting Ready to Move

Getting ready to move is an overwhelming experience, especially if you have lived in your home for a long time. This guide will help you get started and stay motivated to prepare your home for sale.

### **Stage 1 - Market Preparation: Getting Ready to Sell**

This first stage is about unloading everything you won't be taking to your new home.

Start with the big pieces because they can take the longest and be the hardest to get rid of. We recommend the KEEP, TOSS, DONATE method as you go through each room. It requires that you are quick and decisive. Be ruthless! And don't forget your closets. Now is the time to clear out what is old, outgrown, and not worn.

Make a schedule by room. Put the rooms you are going to complete on your calendar and stick to it. Trying to shove all of this into one weekend won't work.

### **Stage 2 - Packing to Stage**

Now you should be down to what you are going to be moving to your new home. At this stage, pack up everything that you aren't going to need/use for 90 days. You are preparing to be staged and on the market through closing. We advise clients to buy actual moving boxes if they can because they are a uniform size and pack and stack well in the truck for moving.

Create a labeling convention – that is how you are going to know what's in your boxes. "Kitchen" on 10 boxes isn't very helpful when you arrive and need a skillet. But "Kitchen – Skillets & Pasta Pot" allows you to find things and unpack more conveniently. The important thing is that it works for you and makes sense for YOU.

Removing all of your personal photos and artwork should be at the top of your packing list. Depersonalizing your home is critical to getting new buyers to respond positively.

Remove nails and carefully patch holes in your walls. Your Agent will have suggestions for repairs that will need to be made to enhance the value of your home. Track these on your schedule too. Every extra day that your isn't ready is another opportunity for the market to shift.

### **Stage 3 - Preparing for Photos and Showings**

This is the final stage of preparation. You'll prepare your outdoor landscaping or hire someone who will help you with the curb appeal. You will have your windows washed inside and out. You will have a top to bottom cleaning of your home to prepare for final staging. Have a purse or tote that you can move to your car or safe storage for valuable jewelry items, prescriptions, and any weapons you might keep in your home. Take all of your chargers with you. Everyone's chargers look the same and they can easily disappear!

For showings, we recommend a laundry basket in which you can place all of your personal bathroom items, including your robe and towels, to be placed in the back of your car. When the showing is over, everything can right back to its proper spot.

It isn't easy to live in a staged home. If we all do our jobs correctly, you won't have to for very long!