REAL LIFE TAMPA · FOR SELLERS

GET YOUR HOME READY TO SELL

My simple staging and prep guide. These are the same steps I walk every seller through before photos, so your home looks its best online and in person, without spending a fortune.

MICHELLE BABBINO, REALTOR® · FUTURE HOME REALTY

START HERE

THE BIG FIVE

Buyers decide in the first few photos. These five things matter more than any new furniture.

1
Declutter

- Clear counters down to 2 or 3 items
- Pack away half of what's in closets and cabinets
- Remove extra furniture so rooms feel bigger

2
Depersonalize

- Put away family photos and personal collections
- Clear the fridge door
- Buyers need to picture their own life here

3
Deep clean

- Windows, baseboards, ceiling fans and vents
- Grout, glass shower doors and appliances
- A fresh, clean smell beats any candle

4
Light it up

- Open every blind and curtain
- Replace burned-out bulbs, all the same color
- Turn on every light for photos and showings

5
Fix the little things

- Touch up paint scuffs, tighten loose handles and replace worn caulk
- Fix dripping faucets and running toilets
- Small repairs tell buyers the home has been cared for

ROOM BY ROOM

WHAT BUYERS NOTICE

Front entry and curb appeal

- Fresh mulch, trimmed shrubs, edged lawn
- Clean front door, new mat, a potted plant
- Pressure wash the driveway and walkway

Living areas

- Float furniture away from walls to open the space
- One throw and two pillows per sofa, max
- Clear coffee tables and side tables

Kitchen

- Clear counters, hide the dish rack and small appliances
- A bowl of lemons or green apples adds life
- Clean the oven, stovetop and inside the microwave

Bathrooms

- Fresh white towels, nothing on the counters
- New shower curtain if yours is worn
- Toilet lids down for photos

Bedrooms

- Simple, neutral bedding, made tight
- Clear nightstands to a lamp and one book
- Closets about half full so they feel roomy

Lanai, pool and yard

- Pool sparkling clean, equipment tidy
- Patio furniture arranged to show you can entertain
- Put away hoses, toys and pool floats

FLORIDA TIPS

SELLING IN THE TAMPA AREA

Keep it cool

- Set the A/C around 72 for showings
- Change the A/C filter before photos
- Have your A/C service records handy, buyers ask

Have your paperwork ready

- Roof age and any permits
- Wind mitigation and four-point reports if you have them
- HOA and CDD documents and contacts
- Recent utility averages

Outside matters more here

- Remove hurricane shutters and storm panels
- Clean the screen enclosure and replace torn screens
- Pressure wash the pool deck and roof stains

Pets

- Plan to take pets with you during showings
- Put away bowls, beds and litter boxes for photos
- Fresh air and a deep carpet clean go a long way

Plants, not furniture. A few green plants, fresh flowers and clean white towels make a home feel cared for and photograph beautifully. You rarely need to rent furniture to sell well.

CHECKLISTS

PHOTO DAY AND SHOWINGS

The morning of photos

- [ ] Every light on, every blind open
- [ ] Cars out of the driveway
- [ ] Counters cleared, toilet lids down
- [ ] Beds made, pillows fluffed
- [ ] Trash cans out of sight
- [ ] Pool clean, patio set
- [ ] Ceiling fans off
- [ ] Pets and their things out of the house

Your 10-minute showing reset

- [ ] Dishes away, sink empty
- [ ] Quick wipe of counters and bathrooms
- [ ] Beds made, laundry put away
- [ ] Lights on, blinds open
- [ ] A/C set around 72
- [ ] Take out the trash
- [ ] Valuables and medications put away
- [ ] Leave for the showing, with your pets

What I take care of: professional photos, drone and video, your listing website, your private seller portal, and showing feedback after every visit. **What I'll ask of you:** the prep in this guide and keeping the home show-ready while we're on the market.

LET'S GET YOU READY

QUESTIONS? CALL ME.

I'm happy to walk through your home with you and point out the few things that will make the biggest difference.

(727) 422-1254 · hello@michellebabbino.com · reallifetampa.com

MICHELLE BABBINO, REALTOR® · BROKER ASSOCIATE · FUTURE HOME REALTY