

ARTHUR CERVANTES PROPERTIES, INC.

PREPARING YOUR HOME FOR MARKET

A room-by-room listing preparation guide

Before buyers arrive, create a clean blank canvas.

1. REMOVE THE EXTRA

- Remove loose rugs and excess floor mats.
- Clear vanities, counters, dressers, nightstands and open shelving.
- Put away hand towels, bath towels, toiletries, laundry baskets and cleaning products for photography.
- Remove family photos, children's artwork and highly personal collections where practical.
- Pack extra decor, seasonal items and small furniture that makes rooms feel tight.
- Reduce closet contents so buyers can see usable storage.

2. CLEAN WHAT BUYERS NOTICE

- Deep-clean floors, baseboards, windows, mirrors, appliances and bathrooms.
- Remove odors from pets, smoke, cooking or moisture; avoid heavy fragrance.
- Clean entry doors, handles, switches and high-touch surfaces.
- Check for visible leaks, stains, loose hardware, burned-out bulbs and small maintenance items.

3. MAKE THE HOME FEEL BIGGER

- Create clear walking paths through every room.
- Move or remove oversized furniture.
- Open curtains/blinds and maximize natural light.
- Use simple, neutral bedding and a small number of accents.
- Keep garage, closets and storage areas orderly enough to show their capacity.

4. CURB APPEAL

- Mow, edge, trim and weed.
- Sweep driveway, walkways, patio and front entry.
- Hide hoses, bins, tools and toys.
- Touch up the front door/entry when needed.
- Clean pool/spa and organize outdoor furniture.

5. SAFETY & PRIVACY

- Secure cash, jewelry, firearms, prescription medications, financial papers and valuables.
- Remove mail, bills, calendars and documents showing personal information.
- Plan for pets to be safely away during photography and showings.
- Do not conceal known material defects; preparation is about presentation, not hiding required disclosures.

6. ACP PRE-LISTING REVIEW

- Photography / floor plan / Matterport / aerial plan where appropriate.
- Repair and preparation recommendations.
- Home Value Advantage™ evaluation if the seller wants to consider improvements before sale.
- Seller disclosure/document collection.
- Title/HOA/park/solar/permit items that should be gathered early.
- Listing launch schedule and Seller Command Center™ setup.