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of **RE/MAX** 100

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# NEWSLETTER

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## Easy Tips to Stage Your Home with Toddlers Around

Selling your home can be an exhausting, overwhelming process, and it is even more so when you have toddlers in the house. Ideally, your home will look as close to a model home as possible and will be in pristine condition when buyers tour the home. However, as a parent, you may understand the need to have toys and games available for the kids, and the importance of maintaining normalcy for your family.

While staging a home with kids in the house can be challenging, you can accomplish your goals more easily by following these tips.

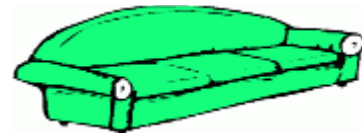


### Think About Hidden Storage Areas

Your home is probably filled with the stuff of daily living, along with the accumulation of toys, projects and more. Your kids will continue to need access to these items on a daily basis, but you must find a way to conceal them during showings. A primary goal of staging is for buyers to see themselves living in the home rather than to see signs of your family life all around.

Consider clearing out closets and cabinets with unnecessary items so that the kids' items can easily be stored in them. Use storage bins with a lid that you can easily pull them out of the closet or cabinet as needed. When a buyer opens up closet or cabinet doors during a home tour, they will only see the neat organization of storage bins. As a side benefit, this will make it easier for you to move out of the home as well.

If you have a playroom, bring a couch, TV or other items into this space to make it a less age-specific space. This can broaden the appeal of your home.



### Re-Decorate Bedrooms and Playrooms

Your kids' rooms may be painted pink, blue or other bold shades. These may be cute for your kids, but they are often undesirable for most buyers. Buyers will see these walls as a to-do project. It is best to re-paint these rooms a neutral shade before you list the home.



### Create a Routine to Follow Before Tours

Some sellers can easily run out the door at a moment's notice when a buyer wishes to tour their home. Unfortunately for parents with young kids in the house, running out the door without a care in the world is not normally an option. You may need to sweep, mop and vacuum before a house tour.

You may also need to put the kids' toys back in their storage bins, ensure there are no messes in the bathroom, wipe down the counters, empty dirty diapers from the diaper pail and more. It is wise to create a checklist of items that you need to do before each home tour. In addition, tell your agent that you need a notice of at least two hours before a tour to ensure that your home is ready to show.

These simple staging tips can make the sales process much easier and less stressful for you and your family.



## Nine Reasons Why Your Home May Not Be Selling

When you first put your house on the market, you might be hopeful for a quick sale—especially if you've put a lot of money into improving the house over the years. While you shouldn't panic if the house doesn't sell the moment you list it, you should begin to worry if the weeks start flying by without any real offers. If this is the case, here are 9 reasons why your house may not be selling.

**You overvalued your property.** If your house is overpriced, it's simply not going to sell. Compare your property to similar properties that recently sold within your area to get a better idea of its true value. **Your listing is poorly written.** If the listing of your home includes a poorly worded description without any images, a lot of buyers are going to skip over it. **You're always present at showings.** Let your agent handle your showings. Buyers don't want to have the seller lurking over their shoulder during showings, especially during an open house.

**You're too attached.** If you refuse to negotiate even a penny off your price, then there's a good chance that you've become too attached to your home.

**You haven't properly staged or cleaned your home.** It's difficult to get past the front door of a dirty home. In addition, staging your home with furniture and decor can give buyers a better idea of how big every room is and how it can be used.

**You kept up all of your personal décor.** Buyers are going to feel uncomfortable touring your house if you keep all of your personal items displayed. Remove them so that buyers can have an easier time imagining themselves living there.

**Your home improvements are too personalized.** If your home improvements are too personalized, it can scare off buyers who don't want to pay for features they don't want.

**Your home is too cluttered.** Even if your home is clean, clutter can still be an issue. For example, maybe you simply have too much furniture in one of your rooms. This can make the house feel smaller than it is.

**Your home is in need of too many repairs.** The more repairs that are needed, the less likely a buyer will want your home. Many buyers simply don't want to deal with the cost or effort of doing even minimal repair work.

Once you address these basic issues, your home should have buyers flocking to make an offer.

~RISMedia.com

## Nice things you say about us:

"Chris was Fabulous, Fantastic, Friendly, Efficient, Helpful, Patient, Easily Accessible, Wonderful"

~ Mandy Williams

*THANK YOU!*

**Summer Time!**

"It's a sure sign of summer if the chair gets up when you do." ~ Walter Winchell

"Deep summer is when laziness finds respectability." ~ Sam Keen



"When all else fails, take a vacation." ~ Betty Williams

**VACATION**

"A vacation is having nothing to do and all day to do it in." ~ Robert Orben

"Spring being a tough act to follow, God created June." ~ Al Bernstein

"A lot of parents pack up their troubles and send them off to summer camp."

~ Raymond Duncan



## COULD WE TROUBLE YOU????

Our business depends on word of mouth. If you've been pleased with our service, we would greatly appreciate you taking a few moments to "like" us on social media. Thank you for your time!



**Search: McGinn Group RE/MAX 100**

## July Riddle

When do you go at red and stop at green?



When you know the answer to this riddle, email your response to be entered in a drawing to win a

**\$25 Amazon Gift Card!**

We will announce the winner in next month's newsletter!

[mcginngroup@mcginnhomes.com](mailto:mcginngroup@mcginnhomes.com)

## June Riddle Answer

You can see me in water, but I never get wet. What am I?

Answer:  
**Your reflection!**



Congratulations to

**Josh Smith**

who has won a

**\$25 Cheesecake Factory  
Gift Card**



Our agents are now using Homesnap as a way to make your househunting experience even more fun and productive.

Using Homesnap, you can snap a photo of any home to find out all about it. Homesnap uses their extensive database to show you how much the home is worth, when it last sold, interior features and details, local school ratings, similar listings, nearby sales and more.

Contact one of our agents today to get set up!



## Trucky's Not On Summer Vacation!!!

Do you have something that needs to be moved? Contact one of our agents at 410-715-3219 to schedule Trucky today!



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**BOYD MCGINN, LAURIE SCHEIBER, SCOTT KAPINOS, CHRIS BARKER**

***Referrals Are the***



***of Our Business***

## **NEWS FROM PERU**



Last week we drove to Ayacucho to meet with our missionaries there. We usually fly (and one time we even took the bus), but we wanted to drive it one time. It was an incredible adventure, and we were amazed by the beauty of this world. Every hour we drove on the road from Pisco to Ayacucho (5 hours) the landscape changed entirely. We were amazed. We were also breathless, since the highest part of the drive was more

than 15,000 feet above sea level! We saw herds of vicuñas, alpacas, and llamas, and some of the most beautiful scenery we have ever seen in our lives. What a beautiful world we live in!



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