



Preparing Your Home to List

WORKBOOK

We all have the same goal - to sell your home quickly and at the highest price. This workbook will assist you in obtaining that goal. The plan to prepare you does not require a big investment, just some basic ideas to get your organized and ready for the house hunters.

Stacy Sheeley



An easy to follow workbook to prepare your home for sale.

Pro Tip: Clean and organized goes a long way in presenting your home in its best light.



WELCOME

Hello! I'm Stacy and I bring passion and expertise to every real estate transaction.

Selling your home is a challenging but rewarding journey.

Your home is not merely a space but one where you've made countless memories with your loved ones, and where you feel most at ease. When the time comes to sell your house and embark on a new adventure, the process can be daunting. Selling a home can be an emotional journey, and it's natural to feel a little overwhelmed.

Stacy Sheeley Reyes

Let Us Help You Through the Process of Selling Your Home

We understand that the process of selling your home can be daunting, but don't worry – we're here to help. We'll collaborate with you to outline the process and develop a plan together. We'll take care of all the heavy lifting so you can focus on other things. Our comprehensive guide will walk you through the initial steps once you decide you want to sell your home. Our STAGING GUIDE will discuss the importance of staging your home and how it affects the sale of your property.

STACY SHEELEY REYES

Real Estate Advisor & Listing Agent Extraordinaire

Over two decades of passion, dedication, and results from one of Las Vegas' top Realtors. Some call her a real estate magician, some call her a strategic negotiator, while others simply call her a kind-hearted confidante and friend. Regardless, her dedication to her clients' success in Southern Nevada is unmatched.

Stacy loves and breathes real estate and her PASSION shows in her customer service, negotiation, follow-through, and dedication. A people person and problem solver, Stacy is a true communicator and loves helping clients achieve their real estate goals and dreams. Whether she's representing the seller and making sure they get the highest possible price for their property; or helping a buyer put together a strategic offer that will put them in the winning position, she's the realtor you want representing your interests.

Her market knowledge, high energy, negotiation skills, attention to detail, intuition and persistence are traits that continue to help her clients year after year.



PERFORMANCE:



\$190 M+
RESIDENTIAL SALES



TOP 5%
NEVADA REALTORS



TOP 10
PRODUCER 2012-2023

PREPARING YOUR HOME

Cleaning & preparing your home to sell
can increase its value by 3%-5%

Curb Appeal

- Paint the front door
- Yard clean-up: add plants or potted flowers
- Power wash & paint if necessary
- Clean exterior windows
- Clean lighting fixtures
- Buy a new Welcome rug

Repairs

- Check under sinks for leaks
- Check that all windows open, close, lock
- Replace grout in bathrooms if needed
- Have floors professionally cleaned
- Make any small repairs that are needed

Refreshing

- Replace old appliances with stainless steel
- Repaint to a neutral color or touch up
- Update lighting fixtures & ceiling fans
- Clean or replace flooring

Decluttering

- Go through every closet and downsize
- Clear all counter tops and tuck away
- Remove all personal items
- Replace throw rugs and towels

Organizing

- Pre-pack - any personal items like photos, knick-knacks, china, mementos
- Buy organizers and storage bins
- Organize all closets, pantry, cabinets, & toys
- Give all items a spot

Space Planning

- Remove furniture that is too big
- Rearrange for the maximum appearance of space
- Create a purpose in every room
- Leave lots of blank space

Staging or Styling

- Accessorize with stylish items
- Replace rugs, towels & draperies
- On-trend lighting is very important
- Give away old furniture and plan for new house
- Furnish with a professional company if necessary

Cleaning

- It's very important that you have your home deep cleaned prior to buyer showings and keep tidy during the sale process. Include oven, refrigerator, baseboards, lighting fixtures, the tops of furniture, blinds and windows.

Pre-Listing TO DO LIST

DECLUTTERING

CURB APPEAL

ORGANIZING

REPAIRS

SPACE PLANNING

REFRESHING

STAGING OR STYLING



Shocking Truths...



81% of Buyers find it easier to visualize as staged property as a future home.



46% of Buyers are more willing to see a property that is decorated to their taste.



47% of Realtors report that staging does have some overall effect on buyers overall.



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The most important room to buyers (in order): kitchen, living room, primary bedroom, bathrooms, childrens/guest bedrooms.

Project: Cracker Cove

Before & After



The goal of staging is to make a home more marketable by creating a look that will appeal to the widest market of prospective buyers.

A modern interior space with a white wall on the left featuring built-in shelves with a green plant and a wooden bowl. Below the shelves is a white cabinet with glass doors and brass handles. The floor is light wood. In the background, there's a kitchen area with dark grey cabinets and a brass pendant light. A light-colored sofa is visible on the right. In the foreground, a glass coffee table with a metal frame holds two brass cups and a decorative branch. The overall aesthetic is clean, modern, and sophisticated.

What you **CAN EXPECT**

Navigating the Market with a Trustworthy Guide

Investing goes beyond just buying and selling. You want to ensure that you avoid delays and obstacles, and I guarantee that I will do my best to make that happen. Expect weekly updates that will incorporate my trademark creativity and problem-solving skills to help you achieve your objectives. Rest easy knowing that you can rely on me every step of the way.

Stacy

what others ARE SAYING



VADIM L



Ms. Sheeley managed the entire process of listing, staging, selling, negotiating and financing the sale of my house which has been sold significantly above the appraisal value! She also assisted me with purchasing of my newly constructed home from extensive search to the closing. She is by far the best, most professional, knowledgeable realtor I have ever worked with. She also has most personable, uniquely elegant and effective demeanor that enables her to understand and respond to her clients' needs and wishes regardless of how long it takes and/or how much effort it requires. In my view, Stacy is absolutely brilliant and spectacular realtor!



PATRICIA P



Stacy Sheeley is outstanding! I would recommend her without reservation to anyone interested in purchasing real estate purchase in the Las Vegas or Henderson markets. Stacy truly represents her clients — an approach and an attitude too frequently absent from the purchasing experience of most buyers. Stacy sets the standard for her profession. She is EXCEPTIONAL. We made many exploratory trips to Nevada, and she was available to us every time. There was no hard sell; there was no second guessing; there was always good humor and professionalism. You cannot do better in Las Vegas than Stacy Sheeley.

what others ARE SAYING



RUBEN G



Stacy Sheeley is the best realtor I've utilized in Las Vegas!!!! Stacy was instrumental in not only selling our daughter and Son in laws home. Stacy facilitated the purchase of their single-story dream home. When she met with my daughter and son-in-law on the sale of their home. Stacy was frank, direct yet delicate in the explanation of what they were about to embark on. Stacy did an excellent job of helping them through what they were going to experience. As part of her commitment to commanding the best sales price possible. Stacy helped stage their home. Which for certain helped sell their home for the highest sales price to date in their RedPoint community.



MASHID G



Working with Stacy was unbelievably effortless. She is the most thorough, patient and experienced agent I have ever met. Once you see how complex a real estate transaction can be when buying a home, you realize that who you work with MATTERS! You can tell she is a veteran. Explained everything SO clear and took her time on any questions we had along the way. I actually miss talking to her 5 times a day :)

READY TO SELL?



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