

WHAT TO KNOW...

Before you list.

NAVIGATE
REALTY

Do you need to paint?

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If so, here are some of our favorite neutrals.

Chantilly Lace
Benjamin Moore

Decorator White
Benjamin Moore

Pure White
Sherwin-Williams

Snowbound
Sherwin-Williams

White Dove
Benjamin Moore

Soft Chamois
Benjamin Moore

Simply White
Benjamin Moore

Greek Villa
Sherwin-Williams

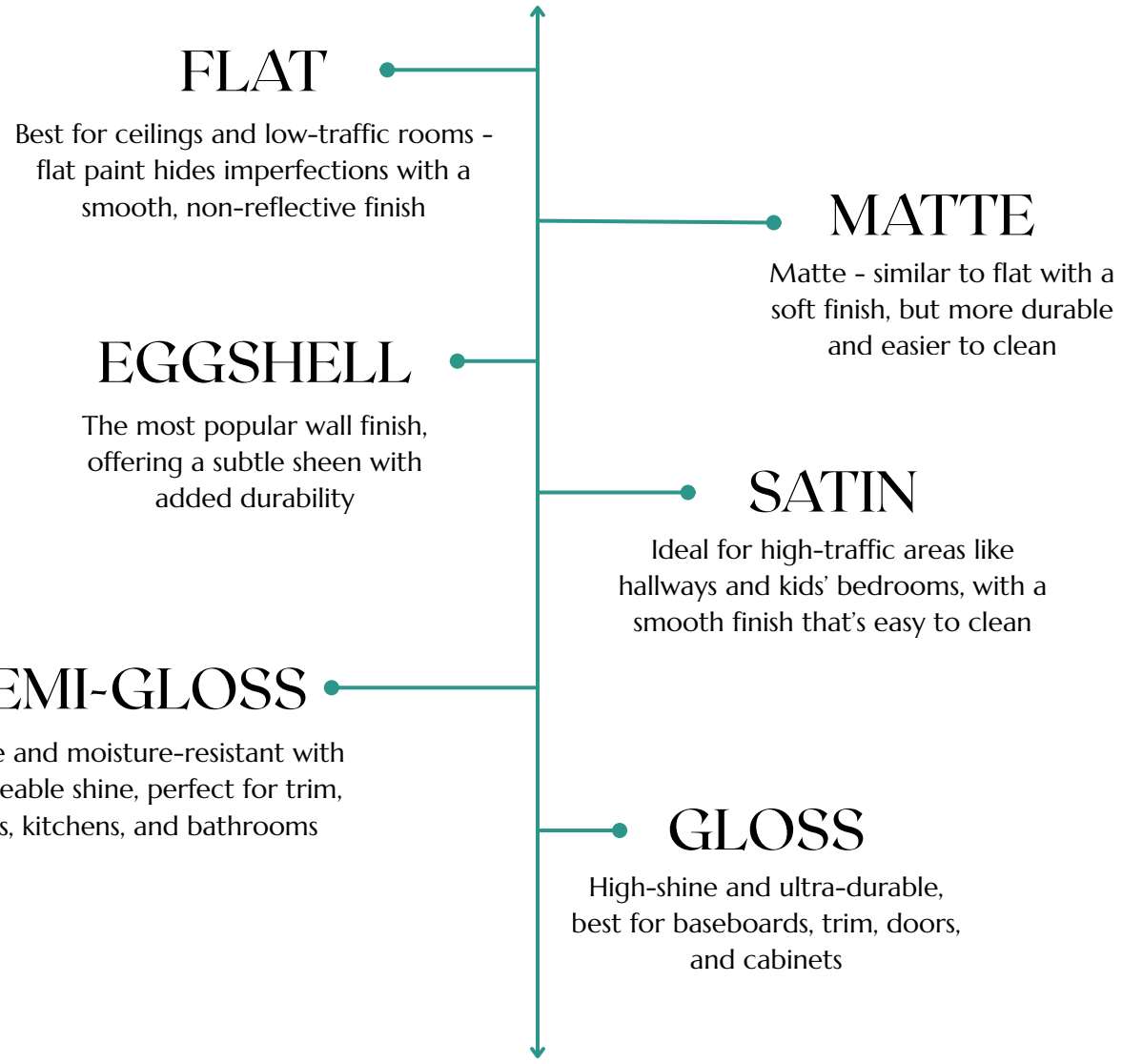
China White
Benjamin Moore

Swiss Coffee
Benjamin Moore

Paint Sheens

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Better at hiding imperfections & easier to touch up



FLAT

Best for ceilings and low-traffic rooms - flat paint hides imperfections with a smooth, non-reflective finish

MATTE

Matte - similar to flat with a soft finish, but more durable and easier to clean

EGGSHELL

The most popular wall finish, offering a subtle sheen with added durability

SATIN

Ideal for high-traffic areas like hallways and kids' bedrooms, with a smooth finish that's easy to clean

SEMI-GLOSS

durable and moisture-resistant with a noticeable shine, perfect for trim, doors, kitchens, and bathrooms

GLOSS

High-shine and ultra-durable, best for baseboards, trim, doors, and cabinets

Shinier, easier to clean & more durable

Home Staging Checklist

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Before you list.

- [ ] Depersonalize your home: remove family photos, awards, religious and college items. You want the buyer to envision themselves living there, not you.
- [ ] Declutter: take down around 30% of your items, including anything on kitchen counters, sink counters and night stands.
- [ ] Refold towels. If you leave these out, make sure they are dry and folded.
- [ ] Make sure all beds are made.
- [ ] Throw pillows should be fluffed and propped up - and yes, you can have too many throw pillows.
- [ ] Wash windows & power wash any outdoor patio or porch.
- [ ] Having a professional come in to deep clean is never a bad idea.
- [ ] Have carpeting? Hire someone to come in and clean them!
- [ ] Tidy up your yard. Take all dead plants out and replace them. Adding fresh new mulch before photos makes a huge difference.
- [ ] Hide all trash cans...you want to make believe that you don't even live there.
- [ ] Ensure all light bulbs are working.
- [ ] Remove all bath mats.
- [ ] If you ever question anything, you can follow the golden rule "when in doubt, take it out".
- [ ] Remove any signs of pets to the best of your ability.

10 Things You Should...

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Share with your agent.

1. What is the name of your Home Owner's Association (HOA)?

   How much are the dues? _____ How often are they recurring? _____

   Any special assessments and/or lawsuits you are aware of? Yes ☐ No ☐

2. Company name and average utility cost for....

   Gas: $_____ Water: $_____ Electric: $_____ Trash: $_____

3. Who is your current Insurance Company (if you have one)?

   _____

   Any insurance claims on the property? Yes ☐ No ☐

4. Have you had any leaks on the property? Yes ☐ No ☐

   Has the property been re-piped? Yes ☐ No ☐

   Any other plumbing issues? Yes ☐ No ☐

5. If you have a pool, how deep is it? _____

6. Any personal property that you'd like to convey with the property?

   Washer ☐ Dryer ☐ Fridge ☐ Curtains ☐ Other: _____

10 Things You Should...

NAVIGATE REALTY

Share with your agent.

7. Are there any leased items on the property? Yes ☐ No ☐

8. Any special features you've added since purchasing the home?

9. What are some things you love to do around your area?

10. What do YOU like about your home?

Pro Tip:

However you have your home ready for photos is how you should have it ready for every single showing. You only get a first impression once!

13 Questions to Ask...

NAVIGATE REALTY

Your potential listing agent.

1. What is your pricing strategy for my home, and how do you determine value?
2. How will you market my home differently than other listings in the area?
3. What specific digital marketing strategies do you use?
4. What professional marketing materials are included?
5. What is your strategy for generating demand in the first 7–14 days?
6. How do you handle multiple offers or negotiation strategy?
7. What does your communication look like once we're live?
8. What is your average days on market compared to the local average?
9. How do you prepare a home before it hits the market to maximize value?
10. Do you have a network of buyers or agents you proactively market to?
11. What happens if the home doesn't sell quickly? What's the plan B?
12. What costs should I expect beyond commission?
13. What team support stands behind you?

Things That Do Come Up...

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In a home inspection.

1. Smoke & CO detectors are not installed or placed in correct areas.
2. Water heater needs to be strapped properly & a sediment trap needs to be installed properly. Having a pan under the water heater is encouraged. If you have a tankless water heater, the inspector will recommend descaling.
3. Broken or compromised windows.
4. Lights are inoperable & cover plates are missing or broken.
5. GFI outlets are not installed near water sources.
6. HVAC systems are not functioning properly. Freon levels are low, temperature readings aren't testing normal ranges. Systems are at the end of life.
7. Toilets are loose & need to be secured properly.
8. Doors are not opening or closing properly.
9. Stair railings are loose or too low.
10. Fireplace damper clip is not present.
11. Fireplace gas not functioning properly.
12. Cracked grout in bathrooms, kitchen, and or flooring.
13. Cracked roof tiles/missing shingles.
14. Faucets are loose and the hot water lines are swapped.
15. Kitchen cooktop burners are not operating. Missing knobs on cooktop.
16. Garbage disposal is not operating properly.
17. Proper safety sensors in garage door are inoperable and/or not present.
18. Cabinets & drawers aren't opening and/or closing properly.

Things That Do Come Up...

NAVIGATE REALTY

In a home inspection.

19. Water dispenser in refrigerator is not operational.
20. Ice maker in refrigerator is not operational.
21. Water pressure is too low or too high.
22. Shower head is not operating properly.
23. Insulation is ripped or torn.
24. Radon gas is reported high (that is if they do a radon test).
25. Roof gutters are full of debris.
26. Evidence of pests and/or mold.
27. Fences are not stable, are leaning, or need replacement.
28. Trees are overgrown & need trimming.

Things That **Don't** Come Up...

NAVIGATE REALTY

In a home inspection.

1. Imperfections in paint & flooring.
2. Cosmetic defects.
3. Under carpets & rugs will not be checked.
4. Garden sprinklers.
5. Fountain functionality.
6. Exterior patio heaters & fire pits.
7. Landscape draining.
8. Deceased plants & trees.
9. Local codes & permits will not be checked.
10. Traffic noise & other nuisances will not be evaluated.
11. Home Owner's Association facilites & details.
12. Local school ratings.

Here Are Some Lighting...

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Recommendations.

LIGHTING FOR HOME ENVIRONMENT

For homes, warm white light, typically in the range of 2700-3500 Kelvin (K), is generally preferred for creating a cozy & welcoming atmosphere, especially in living rooms, bedrooms, and dining areas.

RECOMMENDED COLOR TEMPERATURE RANGE



2700K

Warm White

Friendly, Personal, Intimate



3000K

Soft White

Soft, Warm, Pleasing



3500K

Neutral White

Sociable, Inviting, Inoffensive

COLOR TEMPERATURE RANGE TO AVOID

A 5000K color temperature is generally not recommended for home lighting. While it's true that this color temperature is similar to natural daylight and can boost alertness and focus, these effects are often better suited for environment's other than homes.

NOT RECOMMENDED COLOR TEMPERATURE RANGE



4000K

Cool White

Neat, Clean, Efficient



5000K

Day Light

Bright, Cool, Alert

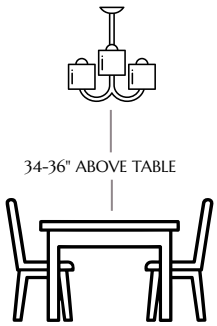
The Right Height to Hang Your Lights

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Getting the height of your fixtures right is crucial for both functionality and visual appeal. Here's a breakdown of common recommendations for different areas of your home:

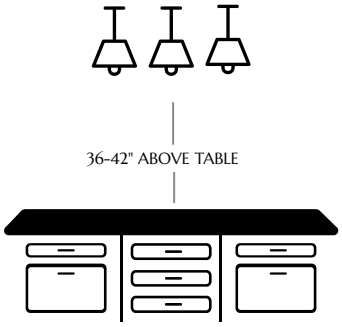
DINING TABLE CHANDELIERS

The bottom of the chandelier should generally hang 34 to 36 inches above the tabletop.



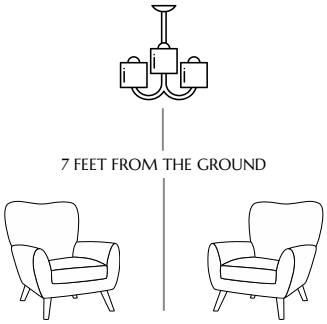
KITCHEN ISLAND

The bottom of the pendant lights should typically be 36 to 42 inches above the kitchen island.



OPEN SPACES

Similar to entryways, aim for at least 7 feet of clearance from the bottom to the floor.



BEDSIDE

Sconces: if used for reading, around 5 feet from the floor can be a starting point.



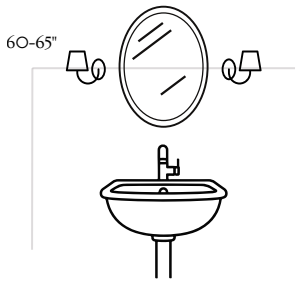
The Right Height to Hang Your Lights on Walls

NAVIGATE REALTY

Getting the height of your fixtures right is crucial for both functionality and visual appeal. Here's a breakdown of common recommendations for different areas of your home:

BESIDE A BATHROOM MIRROR

To evenly iluminate a bathroom mirror from either side, we recommend mounting your sconce(s) just above eye level, or about 60-65" from the floor to the center height of the sconce backplate



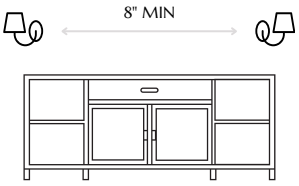
ABOVE A BATHROOM MIRROR

The ideal linear bath light will measure at least ¾ the width of the mirror but not extend over its edges. For large mirrors, consider mounting a pair of evenly-spaced linear sconces



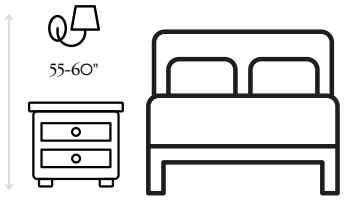
IN A HALLWAY OR LIVING SPACE

When installing multiple wall sconces to accent a hallway, dining room or other living spaces, consider leaving a minimum of 8-10" between each fixture for a balanced spread of light



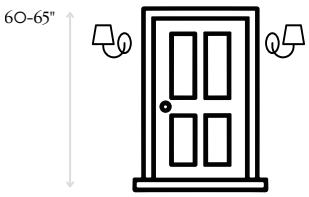
BESIDE THE BED

If your sconce has a switch, be sure to install it where it can be easily reached from a sitting position in the bed. For best results, leave approximately 55-60" of space from the floor to the top of the sconce



EXTERIOR DOOR - TWO LIGHTS

When mounting exterior wall lights beside a door, position the fixtures at the eye level, or 60-65" from the ground. For the best spread of light, the fixture should measure at least ¼ the height of the door



EXTERIOR DOOR - ONE LIGHT

If you're installing a single wall light beside a door, mount the fixture at eye level - about 60-65" from the ground. For balanced proportions and effective illumination, choose a fixture that measures at least one-quarter the height of the door - this ensures the light properly frames the entry while providing adequate brightness for safety and visibility

