



## DECLUTTERING GUIDE

Selling your home is all about creating the right impression for potential buyers, and one of the best ways to do that is by showcasing how spacious home's storage areas are. Here are 10 decluttering tips to help you clear out closets, cabinets, and the garage, ensuring that each space is either empty or no more than 35% full to highlight your home's storage potential.

### 1. Start with a Clean Slate

Empty out each closet, cabinet, and garage space entirely before reorganizing. This allows you to see the full potential of each area and make thoughtful decisions about what should go back in. An empty space also shows buyers how large the storage areas truly are.

### 2. Create Three Piles: Keep, Donate, Toss

As you pull items out of storage closets and cabinets, sort items into three categories: **Keep**, **Donate**, and **Toss**. Try to set emotion and sentimentality aside. If it doesn't fit, it needs repair, or is outdated, donate or toss it. Of the items you are keeping, only put the basic essentials back into your storage areas during the home selling process. If it isn't needed in the next month or so, put it into off-site storage.

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### 3. If you haven't used something in the past year, it's time to let it go.

Be ruthless when deciding what stays and what goes. This rule applies to clothes, seasonal decorations, tools, and anything else taking up space. When selling your home, empty space and available storage are extremely attractive to Buyers.

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### 4. Remove Seasonal Items

Pack away off-season clothes, shoes, and accessories. Store them in labeled bins and move them to off-site storage. Seasonal items and excessive belongings can take up unnecessary space and make closets look smaller than they are.

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### 5. Utilize External Storage

If your home is overflowing with items, consider renting a storage unit for anything you don't need while your home is on the market. Items like sporting equipment, holiday decorations, and bulk supplies should be stored elsewhere to maximize space.

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### 6. Declutter Cabinets

Go through kitchen and bathroom cabinets to remove expired or rarely used items. Only keep essentials in cabinets and make sure they are neatly organized. Buyers want to see spacious cabinets, not crowded shelves. Aim for the 35% full rule in all cabinets.

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### 7. Clear the Garage Floor

To make your garage look as large as possible, get everything off the floor. Use wall-mounted racks, shelves, or overhead storage to keep things organized. Bikes, tools, and equipment should be neatly hung or stored, showing the garage's full potential.

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## 8. Limit Closet Space to 35% Capacity

When putting clothes and items back into closets, aim to leave them no more than 35% full. This makes the closets look spacious and gives buyers the impression that there is plenty of room for their own belongings. Use matching hangers for a neat, organized look.

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## 9. Declutter Personal Items

Remove personal photos, memorabilia, and collections from cabinets and closets. Buyers want to picture themselves living in the home, and too many personal items can be distracting. Keep these spaces neutral and functional.

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## 10. Organize by Category

Group similar items together when organizing cabinets and closets. For example, in the kitchen, keep spices together in one spot, and store cleaning supplies in a designated bin. In closets, group shoes, jackets, and accessories. A well-organized space feels bigger and more functional to buyers.

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Storage Sells! Following this **Decluttering Guide** will help your home look more spacious, attractive, and inviting to buyers—key factors for selling quickly and for top dollar.

