

## Staging

Having a properly staged home used to be an option. It has become a necessity. In today's slowing market, sellers need to take advantage of every opportunity to position their home above the competition. A properly staged home will generally be on the market for less time than similar homes that are not staged, and it will bring a higher sales price.

Here is an example of staging in a vacant house. This house was on the market over two months before it was staged. After staging, it sold in two days. The two photos were taken at different angles, but are of the same room.



This room was staged using the owners' furnishings. They were rearranged, excess furniture was removed, and some decorator touches were added.

This staging was done at no cost to the owners.

Outdoor areas can also be staged. A lovely space for relaxing or entertaining will make a home stand out from the competition.

