

# Put Your Money Where Your House Is!

by Donna Russell  
Design A Move

**S**taging a Home For Sale is a proven way to ensure it sells quickly and for top dollar.

There is however a misconception that thousands of dollars should be spent on rental furniture to increase its value. In most cases the best spent money on an occupied home is **repairing, updating and neutralizing** the existing finishes in the home. This adds value to the product that will be marketed and sold.

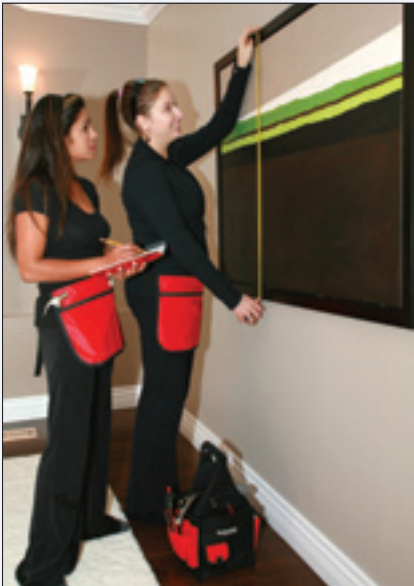
It is amazing how minor updates and repairs can transform a space. If cash flow is a problem there are large retailers that offer no interest, 6-12 month deferred payment programs for homeowners. This gives plenty of time to update and sell your home with a minimal output of cash.

Certainly furnishings play an important role enhancing and showcasing an occupied home, but more often than not there are too many items and in all the wrong places. A storage unit, proper placement of furnishings and the purchase of a few carefully selected accessories may be all that is required to

enhance the architectural features of your home. This gives a fresh decorators touch with items you can take with you when you move.

Prior to preparing your home for sale, research and understand your market. This knowledge will help you develop a plan and prevent you from making costly mistakes.

- Attend **Open Houses** in your neighbourhood.
- View the interior and exterior photos of comparable listings in your area on [www.mls.ca](http://www.mls.ca).
- Get a (CMA) Comparative Market Assessment from a **Realtor**.
- Have a **Home Inspector** assess your home for repairs that may hold up the sale or bring a lower offer.
- Get a Reputable **Home Stager** to give you an objective assessment that will assist you in determining how money should be spent to bring the largest return on your investment.



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SPECIALIZING IN REAL ESTATE STAGING & MOVE-INS

**Does your realtor include a Free Staging Service when you list your home for Sale?**

**These ones do. [www.designamove.com](http://www.designamove.com)**

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