



## Low-Cost Staging

In a tough sales market, staging can help move a property. A seller stands to gain as much as 10% on a house if it's staged properly. The cost per room for staging is \$100; small potatoes if it really helps a home sell.

[1] Remove scatter rugs and knick-knacks from every room.

[2] Get rid of everything on the kitchen counters, including appliances, except for the coffee maker.

[3] Remove as much as you can from closets.

[4] Hire a cleaning service if necessary to make the house spotless. Scrub floors, walls, and windows. Pay special attention to the microwave, oven, and refrigerator.

[5] Focus on the feature rooms, the living, dining, and master bedrooms. Additional bedrooms are best left minimally furnished.

[6] Arrange the furniture to show off each room's best features.

[7] Set the dining-room table with napkins, plates, and flatware.

[8] When showing the house, turn on soft instrumental 'buying' music, preferably classical or jazz.