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Staging Tips Before Selling Your Home

Buyers always buy based upon emotion. It's all about how they "feel" when they enter your home and what first impressions are made. Curb appeal is critical to encourage buyers to stop and go into your home. But once inside this is where you have a huge opportunity to shine. (Literally) You want to make your home feel larger, brighter, cleaner, warmer and more loving.

Here are some pointers to get you started. Make an entrance; lose the clutter; less is more; float furniture; get rid of your white walls or too bright walls and consider a neutral, soft palette. And add drapery to soften the windows. But just as important, de-personalize your space and disassociate yourself from your home and refer to it as "the house".

Make an Entrance: Be sure there are no dead plants or planters/pots with dead plants at the front entrance. Make sure the front yard looks manicured and taken care of. At the entry, clean any windows, light fixtures and front doors to show sparkle. Be sure your house numbers are visible from the street.

Lose the Clutter: Pack up your knick knacks, put away all the clusters of family photos and clear out the bookcases. Dust off places that haven't been touched on a weekly basis, including all the baseboards. Remove the clutter (including papers and stacks of magazines) to show the "bones" of the house. Leave a shelf or two empty. If you haven't used some items in a year chances are you won't be using it sometime in the future. Consider selling, or giving away things you no longer need. The buyer wants to visualize their belongings in your space.

Float the Furniture: If all your furniture has been set up against the walls in the room bring them closer into a cluster or conversation area. If you have a fireplace, use it as the focal point of your room and place your furniture around it. This will give a sense of coziness. Even if you are not selling your property try this and see how much better your space will feel! If you have hardwoods or tile, add area rugs to warm up and define the space.

Neutral Walls: Color is therapeutic to our souls. But colors that are too extreme, too bright or stark white are not soothing to live with. Trends in colors change almost as much as clothing styles. Use earth tones like the browns, warm beiges, golds and rusts. Find a painting that inspires you and take that palette to your walls. I once worked with a client in a 4,500 sq ft house and we chose all the wall colors off a favorite painting in her living room. I prefer colors such as Benjamin Moore's Monroe Bisque HC-26 for the hallways, or Benjamin Moore's Norwich Brown HC-19 for accent walls. Another great color is Benjamin Moore's Yorkshire Tan HC-23.

Drapery: In the Southwest, most windows are covered with mini-blinds, blinds or shutters. Consider buying hardware (think Restoration Hardware) and buy panels to frame your windows. Don't use anything heavy or dark. Purchasing more expensive hardware will look fabulous and last for many years to come.

Finally, here are four turn-off's when showing your home to prospective buyers. Bad odors, dogs that greet people at the door, dirty bathrooms and dimly lit rooms. Don't wait until you sell your home to start feeling the benefits of clearing out your home and raising the vibration of your space. You can start today to freshen up your life and your home!

Consy Malasoma is a Feng Shui practitioner, Home Stager and Color Consultant. Consy commutes between her home in Las Vegas and her home in the Cascade foothills outside of Seattle.

Consy is available for consultations with advance notice and can be contacted at **702-245-6855**.