

# Newsletter

Home Staging | Interior Design | Home Decor | Real Estate | Inspiration



## THE INSPECTION

The inspection process looks more in detail at the condition of the home. This is the time when buyers will probably be at the house for the longest amount of time yet in the real estate transaction, side by side with the inspector. First, consider who's present—the buyer and the inspector. They will likely spend hours at the property. A knowledgeable inspector's job is to find everything out about the property that can be discovered, good, bad, and ugly. As a seller, you will not be present during this time, and that means that the house will be doing all the talking. *Preparing your home properly is incredibly important for this reason alone. Your home must shine: in photos, and in real life.*

## THE HOME STAGING EFFECT: THE INSPECTION

While home staging and inspections may seem like two separate processes, they are actually closely linked. Home staging can help to identify potential problems that may come up during an inspection. For example, if a home is cluttered or has outdated furniture, it may be difficult for the inspector to get a good look at the condition of the home's systems. By staging the home, sellers can create a more open and inviting space that will make it easier for the inspector to do their job.

Home staging can also help to make a home more appealing to buyers. When a home is staged, it is shown in its best possible light. This can make a big difference in how much interest the home generates and how quickly it sells.

A home inspection can also help to ensure that a home is sellable. If there are any major problems with the home, the inspection report will identify them. This will give the seller a chance to address the problems before the home even goes on the market. It will also give buyers peace of mind knowing that they are buying a home that is in good condition. Being properly prepared by staging will ensure you are ready for this process.

Home Stagers have an ethical obligation to not cover up or hide features of the house that need apparent attention. By eliminating buyer objections through professional staging, it allows the buyers to see past the flaws and focus more on the good than the bad.

That said, if there is a situation where the inspection report comes back with a laundry list of items that need to be addressed before or after the sale, buyers that have an emotional connection to the home are more likely to take on the responsibility to make repairs. Home staging helps to create this lasting connection.

A well-staged property can impress the inspector and potential buyers. Buyers may feel more confident that a staged property has been well-cared for and kept if it is clean, clutter-free, and well-maintained. As a result, home values may rise, and the results of negotiations may be more favorable.