

## Staging Blunders to Avoid

When priming your home for sale there are some definite missteps you can make if you just “wing it,” which can affect the sale of your home. So, to prevent this from happening, read on for staging mistakes to avoid.

- **Hodge-podge of styles** — Maintain a cohesive style throughout your home to create a harmonious “look and feel.”
- **Personal and bold** — Put away your personal photos and mementos and keep your home décor neutral. Buyers want to imagine themselves living in the home, so those personal items can be distracting.
- **Simple repairs or updates neglected** — Repaint dull or chipped paint and update outdated light fixtures or décor.
- **Unprofessional photos** — Professionally taken photos are well worth the investment as they will capture the attention of buyers quicker than poorly taken or poor quality photos.
- **Layout and size of furniture** — If you have a massive sectional occupying most of your living room, it’s going to make the room appear much smaller. If you have room, keep some space between the furniture and the walls to create an illusion of spaciousness.
- **Clutter** — Perhaps obvious, but those various coloured shampoo bottles in the bathtub and small appliances on the counter create an



immediate eyesore for prospective buyers. Declutter and find a home to hide those unsightly items.

- **Too little or too much lighting** — Strike the right balance using soft, layered lighting throughout your home.
- **Grungy linens** — It doesn’t have to cost much to refresh your bed linens and towels that will be on display, and it’s worth the difference it makes.
- **Unpleasant scents** — We become accustomed to the familiar smell of our home over time, but even if you think your home smells pleasant, have a friend come over to do the “smell test” and get an outside opinion.

Hiring a reputable professional staging company with plenty of good reviews will help you avoid these staging mistakes, so you stand your best chance of a speedy and successful sale.

## How to Choose a Real Estate Lawyer



When buying and selling real estate, besides a good REALTOR®, the person who helps protect your interests the

most is a good real estate lawyer. So, what are the top qualities and traits of a good real estate lawyer?

- **Seasoned** — 90 percent of their practice should be focused on real estate in your location.
- **A transparent fee structure** — Are there hidden fees? Do their fees include title insurance? If not, research another lawyer.
- **Good online reviews** — Also, ask for recommendations from your network.
- **Communication skills** — Do they

respond to you in a reasonable time frame? Do they explain things in a way that is easy to understand? Do they listen attentively to you?

- **Involvement** — Ask how involved the lawyer will be since many lawyers work with assistants, and you want to be sure the lawyer will closely attend to your file.

So, before you hire a real estate lawyer, be sure to shop around. It could mean the difference between smooth sailing and a nightmare.

## Think, Act... Live!

“You don’t have to be great to start, but you have to start to be great.” Zig Ziglar

“What would you do if you weren’t afraid?” Sheryl Sandberg