

HOME *Front*

Lansdowne Woods

Fall Edition 2016

The Spear Realty Group

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THE
SPEAR REALTY GROUP
For All The Seasons Of Your Life

Trip Advisors Top 10 Restaurants in Leesburg for 2016

How many have you visited?

- MELT Gourmet Cheeseburgers
- Tuscarora Mill
- Blue Ridge Grill
- Fire Works Pizza
- Leesburg Public House
- Lightfoot
- The Wine Kitchen
- Not Your Average Joe's
- Stone Tower Winery
- Pike's Fish House

The Elements of Home Staging

Staging your home for sale has become a requirement in today's real estate market as buyers continue to desire a move-in ready home. It is a great marketing tool that helps sell your home for more money in less time. Professional staging incorporates design techniques geared to enhance the marketability of your home both online and in-person. Some of the most important elements in staging are:

De-cluttering and De-personalizing

Many of us have collections on display, or large quantities of items that simply take up space in our homes. These include curio cabinets, wall shelves with decor, overly-full bookshelves, and items on the floor such as multiple magazine baskets. Removing these items or at least editing their contents minimizes the visual clutter that is perceived in photos and also opens up the space. Personal photos should also be removed throughout the home to allow the new buyer to mentally move in.

Deferred Maintenance Issues

Never let your buyers inherit your "to do" list. You may have small items, such as nail pops and drywall cracks that are overlooked throughout the years, but must be addressed prior to listing. Replacing worn carpet is also a must, and new paint can do wonders to freshen a home.

Neutral Background

Strong or taste-specific colors are a deterrent to buyers. Paint is like "money in a can" when it comes to making a home more marketable. It can also help to eliminate musty odors and give your house a whole new feel. Painting has one of the highest returns on investment for creating a move-in ready home.

Furniture Placement and Style

Furniture should be in good condition and placed in the rooms in a way that highlight the room's best feature, such as the fireplace or a bay window. This placement can often be contrary to the way you currently have the furniture placed, or may involve removing excess furniture. As you are selling your home and the square footage in it, staging strikes the balance between creating an open feel, while still maintaining a warm, welcoming feel. As for style, new, on-trend pillows can do wonders in making a room feel more stylish. Also be sure to remove any floral, swag, jabot, cornice boards or heavy draperies throughout your home. Natural light enhances a room far more than outdated window treatments.

Feel free to call in the professionals if you feel you need help. We can assist you in prioritizing the needs of your home and offer cost-effective solutions to upgrade and update your home. Most people don't really start to organize until they are making a big change like moving. While this isn't a bad idea, it certainly adds another big task to an already potentially stressful time in life. Starting early will allow you to go at your own pace.

**Leigh Newport, ASP, IAHP, RESA, Owner and Principal Designer
Staged by Design®**

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OUR FABULOUS LISTINGS IN LANSDOWNE WOODS

19360 Magnolia Grove #314
\$517,500



Spectacular end unit with eat-in gourmet kitchen, dining room with wine grotto, hardwood floors, temperature controlled sunroom and so much more!

19375 Cypress Ridge Ter. #705
\$190,000



Bright open floor plan with double sliding doors out to sunroom with tile floor. Spacious kitchen with breakfast bar and great prep space and storage.

Coming Soon!
19375 Cypress Ridge Ter.
#521
\$295,000
2 bedroom with den, open floor plan, large sunroom with pretty tree views and great garage space.

Do you want to see your home highlighted here? Call us today to set up a time to talk with one of our agents. 703-618-6892

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GAME TIME: GRAB A PENCIL AND YOUR COFFEE

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For answers to these puzzles and your real estate needs, call The Spear Realty Group 703-618-6892

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