

THE STAGING EFFECT: The Connection Between Staging and Inspections



➤ **CREATING A SMOOTH INSPECTION EXPERIENCE**

The inspection is a crucial moment in selling your home. It's when buyers spend the most time scrutinizing the property alongside an inspector. But as the seller, you won't be there to advocate for your house. That's where staging comes in. While home staging and home inspections seem like two separate pieces of the real estate puzzle, they share a surprising connection that benefit both the seller and the buyer.

➤ **PERCEPTION IS KEY: BUILDING BUYER CONFIDENCE**

A staged home creates a positive first impression, not just for buyers but also for the inspector. A clean, clutter-free presentation subconsciously suggests the property has been well-maintained. This can boost perceived value in the inspector's eyes, potentially leading to a more favorable report. For buyers, a staged home allows them to envision themselves living in the space, potentially making them more receptive to minor issues identified during the inspection.

➤ **TRANSPARENCY ALWAYS WINS**

Home Stagers have an ethical obligation to not cover up or hide features of the house that need apparent attention. But, by eliminating buyer objections through professional staging, it allows the buyers to see past the flaws and focus more on the good, rather than the bad. That said, if an inspection report comes back with a laundry list of items that need to be addressed before or after the sale, buyers may have an emotional connection to the home are more likely to take on the responsibility to make repairs. Home staging helps to create a lasting connection.

➤ **THE TAKEAWAY: A COLLABORATIVE EFFORT**

Home staging and inspections work collaboratively to achieve a successful sale. Staging streamlines the inspection process, builds trust with the inspector, and creates a positive impression for buyers. Ultimately, it positions your property for a more favorable outcome.

➤ **SELLING WHILE YOU LIVE THERE? WE CAN HELP!**

During an occupied home staging consultation, we'll work with you to create a plan that's both effective and manageable for your occupied home. By preparing your home through staging, you're setting the stage for a successful inspection. Allowing you to showcase your property in the best possible light, fostering trust with the inspector and paving the way for a smooth sale.