

## Four Things You Should Know About Staging

You've probably heard about "home staging". As the name implies, it's all about arranging each room in your home in a way that will make the best impression on buyers. Here's what you need to know about staging if you're thinking of listing your property.

### 1. Staging can get you a higher price.

On average, a fully-staged home tends to sell for 17% more than an unstaged home of the same type in the same local market.

Depending on the current market value of your property, doing some staging in your home could put thousands of extra dollars in your pocket, post-sale.

### 2. It can speed up the sale.

A study by the Real Estate Staging Association (RESA) showed that fully-staged homes spend an average of 90% less time on the market. So, if you need to sell quickly—without dropping your price—or you just want the comfort of having offers come in sooner, staging will definitely help.

### 3. You don't have to go crazy.

Completely staging every room in your home is going to give you the full benefits of this



strategy. However, you don't have to go that far. In fact, just implementing a few simple staging techniques to some key rooms can make a big difference.

### 4. Get professional help or advice.

When it comes to home staging, don't guess at it. Get professional help or advice. As a REALTOR®, I have a lot of expertise in this area and often provide clients with proven, do-it-yourself staging tips and suggestions. If necessary, I can also recommend a professional stager. Contact me anytime.

## Lowering Shipping Fees When Shopping Online

Online shopping is growing by an average of 20 million new shoppers each year. That's a lot of people clicking and buying! You may be one of them.

However, there's a cost to online shopping that's all too easy to overlook. Shipping fees. Imagine saving \$10 on a luxury cookware set, only to be hit with a \$15 delivery charge. Ouch.

So how do you avoid those fees?

First of all, always check the fine print on the checkout screen. Notice what the shipping

cost (if any) will be before you click the final purchase button. Keep in mind that the base shipping fee shown may update — and become higher — once you've typed in your address.

Some e-tailers offer free delivery for orders over a certain threshold amount; for example, \$50. If there's more you can add to an order to get the shipping fee waived, it may be worth it.

There are a few e-tailers, most notably Amazon, that offer yearly memberships where one of the benefits is free delivery on all orders.

Those kinds of memberships may be worth checking out if you do a lot of online shopping with a particular company.

A final tip: Always check for multiple delivery options. Some e-tailers, list an express shipping charge as the default option on the check-out screen, but have a free standard delivery option if you choose it.

Takeaway: Shipping fees take the fun out of online shopping. Do what you can to reduce or eliminate them!

## Think, Act... Live!

"Ability is useless unless it is used." Robert Half

"I can't do it' never yet accomplished anything. 'I will try' has performed wonders." George P. Burnham

"How we spend our days is, of course, how we spend our lives." Annie Dillard