

professional inspired results

# *dress this house*

Volume 4, Issue 4

July/August 2008

## **The House Dresser as Maestro?**

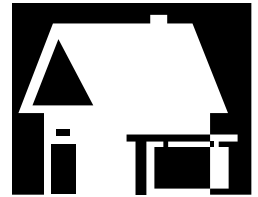
"We have SO much stuff!" is the groan that reverberates around North America as millions of homeowners decide to sell the family home and downsize. You try giving the silver to the kids, but they don't want to polish it! "This is quality stuff", you say as you list your items on EBay. Some pieces get sold, others don't, and you consider a really big bon fire with lots of friends and lots of wine! Instead you have a huge garage sale and call the thrift store to collect the rest.

Finally, you decide you're ready to sell your house and since the market is a little deflated, you decide to enlist the services of a stager. You contact Dress This House and set up a consultation appointment. The House Dresser arrives and says "You have a beautiful home—are you having a garage sale before you move?" You and your partner exchange wide-eyed looks and sputter simultaneously. You tell her she should have seen it 6 months ago! You really thought of something less nice to say, but instead you pack up even more boxes and cram them into your bulging garage or storage room. "Our house is looking bare" you say. The "dresser" nods, "You want buyers to be able to see your beautiful house, not your beautiful stuff."

You're not convinced. You say to yourself, a nice picture in that space would look good. As if the house dresser is listening in, she adds, "It's important to NOT fill every corner. Your potential buyers will not see emptiness and in fact, need visual breathing room to really see the features of the house." (HUH?) "It's like music" she says, "continuous sound soon becomes a blur of noise and the listener is overwhelmed and doesn't hear anything at all. The silence between notes and phrases give the melody its shape and meaning."

You think what has music got to do with selling my house? This time you know she's reading your mind! "In the same way, we place or remove objects in a room to showcase its features (shape) and give it a clear function (meaning). To carry the analogy further, we make sure each room flows visually (and physically) into the next like verses in a song or movements in a symphony. The finished product is a composition designed to help a buyer fall in love with your house!"

The House Dresser finally finishes and the old house is looking great! You exchange wistful glances again both thinking a horrible thought after all that work--maybe we should stay...



**A Dress This House publication devoted to information about dressing your house to maximize its selling potential!**

### **DTH QUOTE:**

Decorating is like music. Harmony is what we constantly strive for. At home, we want a peaceful atmosphere where the objects are the notes and nothing is off-key.

Charlotte Moss,  
[A Passion for Details.](#)

**View more BEFORE & AFTER pictures at**  
[www.DressThisHouse.ca](http://www.DressThisHouse.ca)



Dress This House is owned and operated by Alice East. Alice is no stranger to moving and staging. Her varied background and experience has prepared her well for her career in home presentation.

The pictures (left) are taken from Alice's many staging projects. Details pull the look together to create that appealing WOW factor for the buyer.

Call Dress This House for a consultation or to discuss a staging project.



*If you enjoyed this bi-monthly publication and would like to subscribe, email [DressThisHouse@telus.net](mailto:DressThisHouse@telus.net) and type "DTH Newsletter" in the subject bar, or click on Newsletter Icon at [www.DressThisHouse.ca](http://www.DressThisHouse.ca).*

**The first three readers who respond with "Send me a CD" in the subject line will receive a free copy of "Move Less Stuff" by Alison Roberts with more tips for de-cluttering while moving.**

## The Back Page — Downsizing Tips—from the House Dresser

I'm not going to suggest de-cluttering tips and tell you how to get rid of your possessions—if you have a serious pack-rat-it-is problem, you need the services of a professional clutter consultant who can literally make you feel like a new person AND help get you organized. Instead, this article is going to focus on a couple of tips specifically related to managing your possessions when downsizing.

**TIP #1**—Record your possessions in some legible fashion for future reference, insurance, and estate planning. After you have sorted your possessions and what is left are your MUST-HAVE items, think about creating that list—this is probably the time when you have the fewest possessions to record!

If you are recording on the computer, there are a couple of programs that I can recommend. Microsoft's EXCEL, for those of you that know how to use it, is such a versatile program.

My favorite is a software program called "Everything I Own" created by Mycroft Computing.

[www.mycroftcomputing.com/eiown](http://www.mycroftcomputing.com/eiown)

It is user friendly and costs under \$25.00. Make files for each object and even attach pictures. Update your list as you purchase new possessions for your new smaller home and be sure to keep a separate back-up CD in another location.

While you're recording your inventory, it makes sense to update your will. Earmark objects in your inventory to go to your loved ones and take pictures! There is also room to include the history of the object and what it means to you.

**TIP #2**—Anyone who has downsized like I have knows the process is longer and more difficult than we think. What do you do with all those items that "mean" something but you don't use or display? I have allowed myself one box for storing

"keepsakes". I started one for every child and updated it yearly with them usually in August when into the back-to-school mode. Best of all, when each child left home, so did their keepsake box!

Keepsake Shadow Boxes are another great idea. The "Best of Babyhood", or the "Best of School days" framed with mementos from each stage would make a gift to last a lifetime!

Local Professionals that can help:



**Clear Out Clutter**

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