

Designer Diva



Interior Hints And Tips From The Top

XS Interior's Loraine Chassels Points The Way

Lights Camera Action

Selling Your Property? Set The Stage For Potential Buyers.



BELOW: Crisp clean floors and polish glass for the finishing touch.

WHETHER IT BE a builder planning a show house, or an individual selling an investment property or their home, a properly planned and dressed property will entice more potential buyers to view. From the all important sales schedule to the advertising campaign, beautiful photographs of prime rooms make a great impact. How true is the saying 'a picture says a thousand words'. A beautifully furnished and presented property wins hands down.

There is only one thing worse than a badly furnished property and that is an empty one!

An advertisement with photographs of an unfurnished property is both uninspiring and bland, no matter how nice the building is. A poor advertisement and a weak schedule does a sellers property a great injustice. It is likely to reduce interest which in turn reduces viewers, which in turn reduces the buoyancy of offers and sadly generates a poorer result compared to what could have been.

It's A Space Issue

For many of us spatial conception is a real problem. Often home hunters are unsure of, for example, if a double bed will fit into a neat looking bedroom or if a lounge/

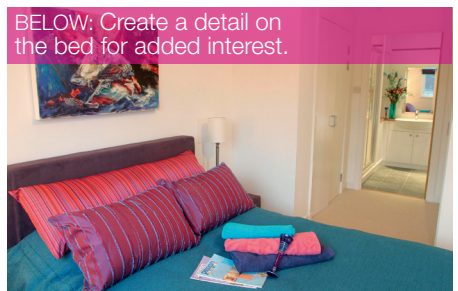
dining area will actually accommodate a certain size of dining suite. In an unfurnished property, how can a viewer be sure? It is important that a viewer be led to see and understand clearly the use of each room and its ability to accommodate furniture. In selling a house it is really imperative to create as many subliminal positives for the viewer as possible and if a viewer is unsure about space, you have created a subliminal negative in their mind -not a good start!

No Furniture...No Problem, Simply Hire!

If you have no furniture in the property you are selling or need to add to what you already have, then hiring furniture to style a property is a very cost effective way to create the right impression. At EX Showhouse Furniture and XS Interiors there is a vast collection of furniture in every conceivable style which is immediately available for hire. Last year alone XS Interiors helped to sell over 25 million pounds worth of property via the 'Style To Sell' furniture hire service which speaks for itself. Beauty sells!

Countdown For Viewings

- *Curb appeal* - De-clutter garden, mow lawns, weed, trim hedges, add flowers.
- *Entry impression* - De-clutter entry and halls, remove shoes, clothes and sports equipment. Put on ambient lighting.
- *Lounge & Dining rooms*- De-clutter surfaces, sparkle clean furniture, pump/fluff-up all cushions. Put on ambient lighting.
- *Kitchen* - De-clutter surfaces, sparkle clean floors, work tops, glass doors, polish chromes/stainless steel. Ensure no food smells. Put on under unit ambient lighting.
- *Bathrooms* - De-clutter bath, shower areas and all surfaces, neatly roll or fold towels, sparkle clean sinks and toilets, add new bars of soap and toilet roll, polish tiles.
- *Throughout*- Clean all floors and vacuum all carpets, clean all skirtings and woodwork, de-spider web, clean all windows and sills inside and out.



BELOW: Create a detail on the bed for added interest.



ABOVE: Turn on ambient lights for a warmer look.

Make the most of your property's potential. Contact XS Interiors for a talk through re the 'Style To Sell' furniture hire service and expect a great result!
XS Interiors and EX Showhouse Furniture 0141 942 0519
Visit www.xsinteriors.com