



Black leather Le Corbusier sofas ground the scheme and are softened with a lemon and lime geometric wool patterned rug. Simple glass tables and oversized Murano glass vases complete the look.



An oversized block art on canvas is featured above a buck hide chair, reiterating the colour dynamics used throughout this luxury penthouse by Palisade Properties.



A simplistic mirrored console table and matching mirror are flanked with deco inspired lamps. An iconic chair by Harry Bertola features a shot silk lime detailed cushion.

Gone are the days when you can simply put your house up for sale and expect to be inundated with buyers. Today's market is a highly competitive one, and that is where styling your home professionally can make a real difference. Not only is it likely to woo prospective buyers into snapping it up, it could also help you get top dollar.

One woman who is no stranger to the concept that style sells homes is, **Loraine Chassels of XS Interiors and EX Showhouse Furniture**. Loraine has helped boutique developers and builders showcase the potential of interior spaces and create lifestyle through her striking range of furniture hire available from her Bearsden's studio. Here, she shares her invaluable experience and tips that could help you dramatically alter the appeal and appearance of your home, seducing buyers into signing on the dotted line in quick time.

but it is not advisable to have it all beige. A colour dynamic should be used as a thread to link one room to another so that you're not walking from the daffodil room to the navy room. A thread woven from one room to the next, means that the mind will take it in as almost one continual space, perceiving your home as a larger scale property.

□ Create a sense of space

Make sure that there is space to move and walk, and that the architecture lets any view and beautiful furniture you have, speak. To overload a property is something that is not an enhancement; people like to walk around a property to view it. They want to stand at the bay window and look out. There should be eye candy wherever you look, but it doesn't have to be heavily furnished. Larger scale pieces are preferable to smaller scale ones. Little ornaments tend to get lost as they are not something the eye can focus on easily.

□ Add good looking lighting

It's good to have practical lighting, especially for the winter months when light is reduced. Mainstream lighting is important for entry purposes, but other than that all ambient lights should be on for viewings. Ambient lighting would be lighting on console and lamp tables. Lighting creates a homely feel and people like walking into a property that looks homely in the inviting sense.

Loraine's top tips...

□ Start with a blank canvas

A blank canvas is the best way to start because you're not compromised to use the teak coffee table that's been there for the last few years, or the shabby chic sofa that is past its sell by date. Once you've got your blank canvas the next thing to consider is the property's architecture, location, price and target market.

□ Play to the audience

It's vital that you know your market. There is no point in making the house look like a designer pad if prospective buyers are likely to find it too trendy. Likewise you don't want it to look like Buckingham palace if it's a first flat for a young couple.

□ Complement the architecture

If you have very low ceilings, you don't necessarily want over sized furniture. You'll want to be careful with things like wall coverings, ensuring that they don't bring the room in or down. Also, take into account room positions, for example, are they north facing and extremely dark, south facing and extremely bright or perhaps you have a leafy outlook you want to bring it into the home.

□ Use colour and linkage

When dressing a property, although one might say stick to neutrals, there is no problem in introducing vibrance or colour drama, whether it be on a feature wall or in a grand floral with cushions to match. To keep a property relatively neutral is good,

Dress to impress

Give your home oodles of style and sell it ahead of the competition, says Sandra Purdie

XS Interiors is a private interior studio in Bearsden

Last year it helped sell over 25 million pounds worth of property via their unique 'style to sell'

XS Interiors and EX Showhouse Furniture offer a style to sell furniture hire service, which includes a design and plan for your property's interior as well as supply and assembly of all furniture and accessories.

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