



Top Dollar Guide For Home Selling Success



lori savard | 215 534 5505
deborah hutchison | 215 820 7806
info@davenportinteriorsllc.com
334 Maple Avenue, Doylestown PA 18901

Pricing the House Right

A Perfectly Targeted Audience – Most buyers who come to your house are good prospects: they are actively shopping for the product you are selling and your house probably already meets their general criteria.

A Captive Audience – The buyer is in your house and will probably spend up to an hour studying it.

An Opportunity to Make Multiple Impressions – Each room gives us the perfect opportunity to make dozens of “first” impressions. With each detail we will move the buyer from looking at your house to evaluating whether it could *feel like home* for their family.

Homes are Purchased Based on Emotions...Love at First Sight

Only if buyers “feel” as if your house could be home can they determine if it will be – We will depersonalize the space and create “emotional connection points” to actively engage a buyer’s mind to imagine how life can be in the house.

Within fifteen seconds buyers develop an attitude toward your house that is reinforced by everything else they encounter – Let’s make those first fifteen seconds and first impressions *positive!*

When a house feels as if it could be home, buyers will intuitively reprioritize their list – We’ll accentuate the positive and downplay the negatives in each room. We’ll create warmth and cohesion by using easy decorating tricks of the trade.

Buyers Will “Profile” the Sellers In their Buying Decisions...

Neat and organized sellers take care of a home and vice versa – We’ll unclutter those areas buyers use to profile.

Buyers Will View Your Personal Things, Impersonally

If you can’t see objectively, you can’t package effectively – We’ll put on “Buyer’s Eyes” in each room of your house, so that we can market your most valuable commodity effectively.

Source: Home Staging Resource, LLC