



HIGH COUNTRY HOMESTEADS

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## Getting Ready to Sell Your Home? Think about Staging.



Placing a bowl of fruit on the kitchen counter provides a warm feeling of home to buyers. Using white accessories in the kitchen and bathroom gives a sense of cleanliness.



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# High Country Highlights

As Sellers prepare their home for sale, their Realtor will make recommendations to declutter or to paint rooms. They may also suggest Staging the home.

It is important when you decide to sell your home to not think of it as your home anymore that you spent time decorating to the way you like it. It is time to start preparing your home so Buyers can see themselves in it. Buyers can only imagine what they see and not what it could be. They cannot see beyond your teenagers bright green walls in their room.

Interior Design is making the home meet your tastes and interests. The goal of Staging is to make it more appealing to a broader population while still allowing potential buyers to envision putting their own personal touch on the property.

Studies have shown that staged homes sell quicker and for a 17 to 20% higher price. In the luxury market, it is even more important to stage a home. For smaller homes, staging can help to make the space

look bigger.

If done well, staging can make a big difference.

So what are the costs of Staging? An initial consultation by an experienced stager costs \$400 to \$600. They will walk through your home with you and make suggestions.

After that costs vary based on what is needed. If your furniture needs to be put into storage, the stager will need to hire movers to put your belongings into storage. They will try as much as possible to use what you have.

If the property is vacant, then they will need to bring in rooms of furniture which will cost more.

The cost starts at about \$500 per month per room. Some stagers will require a minimum of three months. The pricier the home, the more it costs to stage.

There are some basic things that you can do on your own:

1) **Clean, Clean, Clean:** Do a deep clean before you put your home on the market. Clean all of the win-

dows inside and out, clean those hard to reach places (behind the toilet), move the furniture and vacuum underneath it. It may be best to hire a cleaning company. Then while your home is on the market, clean and dust regularly.

2) **Use the One-Quarter to One-Half rule:** Most homes have too much furniture and accessories. Don't just straighten it up. Pack it up and put it into storage. Consider putting at least a quarter of your furniture in storage, a third of your books in boxes and at least a half of your knickknacks away. Do the same with cabinets, closets and counters. If they are full, the buyers will think they are too small. They do look in your cabinets and closets. Keep them one third to one-half empty. Don't forget about the outside as well.

3) **Use rooms for their intended purpose.** Don't use the dining room as your office. Move the office equipment, paper work and files out of the dining room and set the table as if you were having company. Replace the exercise equipment

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### Special points of interest:

- Happy Spring!!
- What is Staging and ten suggestions for staging your home.
- As the ski season winds down, there are still plenty of events going on in Summit County. See the schedule on pg. 2

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# Ten Staging Suggestions (continued)

in a bedroom with bedroom furniture.

4) **Fix anything that’s broken.** Buyers are looking for blemishes so they can negotiate the price down. Walk around your home with your toolbox and repair even minor blemishes.

5) **Update where possible:** Remove heavy draperies to let the natural light in. Paint walls a neutral-toned paint color. Consider a color that is current in your area. Replace or eliminate worn area rugs. Place fresh white and fluffy towels in the bathroom. Add as much white to the bathroom as possible to give it a cleaner look. Put neutral linens on the beds. Replace dated kitchen lighting and cabinet hardware with more modern fixtures.

6) **Bring in more light.** Replace prints with mirrors. Put the brightest bulbs possible in all of the light fixtures. Use glass and metal furniture to reflect light where feasible.

7) **Consider the curb appeal.** This is

your first impression to the buyer. Are light fixture clean? Lawn mowed and gardens weeded? Is the front door freshened with a new coat of paint? Place planters with flowers at the front door. Are trash cans and bikes put away? Are the house numbers attractive and easy to read. Are the sidewalks cleared of snow, ice and debris?

8) **What about the front entrance/foyer?** This is the first impression the buyer has of the inside of the house. Hang up coats in the closet, store shoes in their proper place. Put keys and spare change in your purse. Put a nice vase of flowers on the hall table.

9) **Erase your personality.** Pack up personal photos, put away make-up, toothbrushes and blow dryers. Buyers need to be looking at “their” new home instead of wondering what the current inhabitants are like.

10) **Make their eyes survey the room.** Is their a focal point in every room to draw their attention? Add height and texture to the room to make their eyes moves around the room. Plants, pillows, raised curtain rods, etc...

Reach out to me for other suggestions or better yet invite me over for a free consultation.

### Resort Closing Dates– 2024

ABasin—As Long as the Snow Lasts

Beaver Creek—April 14th

Breckenridge—Memorial Day or as long as the snow lasts

Copper Mountain—April 28th

Keystone—April 7th

Loveland—May 12th

Vail—April 21st

Winter Park—As Long as the Snow Lasts

# Upcoming Summit County Events

Date	Event
Play Forever Thursdays	Copper—\$99 Lift Ticket—Must be purchased online - Portions of the proceeds benefit a local non-Profit
Mar. 20–31, 2024	Breckenridge—Breck Sports End of Season Sale—Save 50% on Winter Gear
March 22, 2024	Keystone—Winter Comedy Series Season Finale—Taylor Williamson—Warren Station—\$35
March 23, 2024	ABasin— Moonlight Dinner Series #4—Scandinavia—7 to 10 PM—Black Mountain Lodge—\$165 Keystone—80’s Music—Warren Station—7:30 PM to 10 PM—\$8 Copper—Copper Live—Music by Band Kamp—Center Village—3:30 PM to 5 PM
March 24, 2024	ABasin—Woman’s Park Jam
Mar 25 & Apr 1	Frisco—Country Two Step Lessons—Frisco Outreach Center—110 S 3rd—\$15—Non-Beginner Lessons 5:45 PM to 7:00 PM. Beginner Lessons: 7:00 PM to 8:15 PM—No Partner Necessary—Wear smooth soled shoes
March 27, 2024	Frisco—Bubble Gum Ski Race—Dual Slalom—Frisco Adventure Park—4:00 PM-6:00 PM
March 29, 2024	Breckenridge—Spyro Gyro—Riverwalk Center—7 PM—\$50
March 30, 2024	Keystone—90’s Night—Warren Station—7:30 PM to 10:00 PM—\$8
April 5, 2024	Silverthorne—First Friday—Burning Snowman Community Bonfire—Trent Park Overflow Parking Lot—6:00 PM –9:00 PM—FREE
April 6, 2024	Keystone—Springtastic & Pond Skimming
April 7, 2024	Keystone Closing Day
April 10, 2024	ABasin—35th Annual Enduro & Apres Party—10 km Ski-a-thon—\$150 per 2-person team
April 12, 2024	ABasin—6th Alley Dinner– Women, Whiskey & Western Wear (Women Only) - 7:00 PM—\$65 Silverthorne—Casino Night—FDRD Fundraiser—Silverthorne Pavilion—6 PM to 9 PM—\$60
Apr. 17, 2024	Silverthorne—Summit Country Dance—Silverthorne Pavilion—Doors Open 6:30 PM—Lessons start promptly at 7 PM with Open Dance 8 to 10:30 PM—\$10—No Partner Necessary—Wear Smooth Soled and Dry Shoes
April 20, 2024	ABasin—Earth Day Sustainability Bash—Ski Demoes & Music 12– 3 PM. Benefit for High Country Conservation Copper—Copper Live—Music by Kevin Supina Band—Center Village—3:30 PM to 5 PM
April 27-28, 2024	Copper—Sunsation Spring Festival—Center Village Breckenridge—Five Peaks Music Series– Splash into Spring Pond Skimming—Peak 8
May 3, 2024	Silverthorne—First Friday—Locals Appreciation Party—Silverthorne Performing Arts Center Lawn—4:30 –8:30 PM