



Test Your Home Staging Knowledge With This 15 Question Quiz

Home Staging has become more and more important in selling real estate over the last few years. Competition, savvy buyers and internet technology have changed the way real estate is marketed. One of the best tools for selling real estate today is home staging. Take this free quiz and test your staging knowledge. The Answers are below. Have fun! Brought to you by Picture Perfect Home Interiors, HSR Certified Professional Home Stagers serving the South Shore.

1. What % of buyers can visualize living in the sellers home?

- a) 1%
- b) 5%
- c) 10%
- d) 22%
- e) 35%

2. Every room has a focal point.

- a) True
- b) False

3. Home Staging is about neutralizing the space.

- a) True
- b) False

4. White walls expand the size of a space.

- a) True
- b) False

5. Multi-function rooms are desirable to buyers as they show options for the space.

- a) True
- b) False

6. The percentage of buyers that research properties on the internet before contacting a Realtor is:

- a) 22%
- b) 38%
- c) 67%
- d) 85%
- e) 97%

7. How long does it take buyers to form a first impression and when does this usually occur?

- a) within the first minute as buyers walk through the house.
- b) within the first 30 seconds as buyers walk through the house.
- c) within the first minute as buyers drive up to the house.
- d) within the first 30 seconds as buyers view internet properties

8. A Staged home should be unemotional and depersonalized.

- a) True
- b) False

9. What room has replaced the master bedroom suite as the most desirable room in the home?

- a) the kitchen
- b) a finished basement
- c) an outdoor room
- d) a family room

10. HGTV has made home staging popular and most home sellers understand what it is.

- a) True
- b) False

11. Home Staging can easily be accomplished by anyone using a staging checklist.

- a) True
- b) False

12. Setting a table, placing rose petals and champagne in the bathroom are common staging techniques.

- a) True
- b) False

13. Home Staging is:

- a) Painting and re-designing
- b) Marketing and merchandising
- c) Neutralizing and decluttering
- d) re-arranging and photo taking

14. According to RESA, what % of buyers have been proven to pay more for move in ready property?

- a) 32%
- b) 56%
- c) 63%
- d) 84%

15. According to a RESA study, professionally staged homes spend ___% less time on the market.

- a) 46
- b) 57
- c) 78
- d) 84

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Score Your Quiz - 1c,2a,3b,4b,5b,6d,7d,8b,9d,10b,11b,12b,13b,14c,15c

15 Correct – Perfect Score! You clearly know the value of staging and using a professional stager on your listings.

13-14 Correct – Very Good, but delegate staging to a professional and save time and money.

10-12 Correct – Good. Did you know a professionally staged listing sells up to 50% faster for up to 10% more money? I'd love to work with you to sell homes. Let's meet for coffee.

Less than 10 - Home Staging can really make a difference in how prospective buyers and other agents perceive your listings. I'd love to talk with you about the benefits of home staging. Please give me a call and we can set up a time to meet.

Thank You For Taking Our Quiz. This entitles you to 10 Free Home Staging Tips for Realtors. Simply give us your business card, and we will add you to our tips and tricks email list. Ten tips will be sent out to you over the coming weeks. We hope they will assist you sell your listings. If we can do anything to assist you, please don't hesitate to contact us at (508)728-9100 or at <http://www.pictureperfecthomeinteriors.com/>

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