

Elegance Interior Designs

Residential and Commercial Staging and Repair

What is Home Staging and what are the Benefits?

Recommended by top Real Estate Agents and as seen on television, Home Staging is professionally preparing homes for sale, so that they appeal to the most amount of buyers and generate the highest price in the least amount of time on market. In today's market conditions, Staging sells homes.

Home Staging is NOT decorating, fluffing, interior design or redesign! Home Staging IS detailing, de-cluttering, depersonalizing and preparing a seller's home to give it a "model home" appearance so that the potential buyer can "see" themselves living in the home.

Savvy home sellers and Real Estate Agents understand that in order to get offers and top dollar for their listings in the least amount of time.

Project	Typical Cost	Price Increase	Return on Investment	% of Agents Recommending	
Lighten & brighten	\$233 - 370	\$1,178 - 1,566	355%	97%	Home Staging
Clean and de-clutter	\$190 - 318	\$1,505 - 1,937	578%	97%	
Landscape front/back yards	\$378 - 546	\$1,718 - 2,158	319%	97%	
Stage home for sale	\$403 - 584	\$1,938 - 2,431	343%	91%	
Repair electrical or plumbing	\$436 - 621	\$1,205 - 1,590	164%	93%	Home Repair
Repair damaged flooring	\$628 - 878	\$1,633 - 2,061	145%	94%	
Update kitchen & bathrooms	\$1,404 - 1,828	\$3,216 - 3,934	121%	87%	
Replace or shampoo carpeting	\$562 - 808	\$1,532 - 1,950	154%	98%	
Paint exterior walls	\$663 - 938	\$1,757 - 2,205	147%	88%	

* Courtesy of HomeGain.com. HomeGain surveyed over 2,000 real estate agents in each of the U.S. regions. All agents might not necessarily agree on the same pre-sale strategy. See "% of agents recommending" column above. Differences of opinions may vary based on the climate of the market, region of the country or condition of the home in question. The percentage of agents that agree on the positive impact of a particular pre-sale activity is summarized here.

RIGHTS OF THE CLIENT:**Packages:**

Staging Consultation Fees: Consultation Includes: billed on an hourly basis at \$75.00 an hour.

- A meeting with Homeowner and/or Realtor for 1-2 hours. An in-depth walk-through of the entire house will be completed.
- A prioritized and detailed report including suggested furniture layouts, prioritized action items, and tips for both home and curb appeal.

BASIC SERVICE Fees: Service fees: billed on an hourly basis at \$75.00 an hour (complete time in the house for complete staging) and a \$150 rearrangement setup fee per room.

- A meeting with Homeowner and/or Realtor for 1-2 hours. An in-depth walk-through of the entire house will be completed.
- A prioritized and detailed report including suggested furniture layouts, prioritized action items, and tips for both home and curb appeal.
- Only the clients existing furniture, art, and accessories are used to Stage the property. As much as possible, the client's possessions are rearranged to create a positive wow impression for potential buyers as they enter the home.

Advanced Staging Service Fees: Service fees: billed on an hourly basis at \$75.00 an hour (complete time in the house for complete staging), material, labor, and any additional purchases made.

- A meeting with Homeowner and/or Realtor for 1-2 hours. An in-depth walk-through of the entire house will be completed.
- A prioritized and detailed report including suggested furniture layouts, prioritized action items, and tips for both home and curb appeal.
- We stage both Occupied & Vacant Homes!
- Homeowner must provide boxes and packing materials. Pre-arranged storage is suggested.
- Rearrange/Accessorize Décor
- Furniture Repair/Polishing
- Fixture Repair and Replacement
- Painting
- Landscaping
- A FREE Set of Professional Photos of your newly Staged Home
- a FREE Virtual Tour using these photos (this includes hosting) an email link will be available to help you market your home (via real estate agent web page if available)
- We will burn your Virtual Tour to a CD and include a custom label

Portfolio and Privacy Statement:

The initial consultation consists of taking pictures of the areas that are to be decorated. Upon completion of the contract, pictures will be taken of the newly decorated area(s). Pictures will be presented as the before and after views. Copies of the pictures can be requested and fees ascertained will be posted on the invoice. *Elegance Interior*

Designs will incorporate these pictures in the company portfolio and will keep any personal information of the client confidential if desired.

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Accessories Purchasing Deposits:

Purchasing of accessories will require a down-payment(s) on the purchase expenses, as the progression of the project deems, and will be recommended by *Elegance Interior Designs* in consideration of the client at all times. All monies received by the client will be deposited into a special customer account for the client. Monies received can be in cash or checks made out as cash. At the closing of this contract, any monies remaining in the account will either a) be returned to the client or b) used in terms of payment and will be deducted from the final total on the invoice. This will be determined by the client at the signing of this contract.

Monies are returned to client. x_____

Monies are used in deduction of payment. x_____

Sub-Contracts:

In the event of the need to sub-contract for remodeling or completion of the decorating design scheme by the client or *Elegance Interior Designs*, the fee assessed will be incorporated into the budget. Such sub-contracts include and are not limited to: carpentry and remodeling of physical structures of the area(s) in the contract.

Termination:

If upon termination of this contract by either party prior to the completion of this contract, then the final balance due is the above said fees and of the sum of all the supplies, accessories purchased, and sub-contracts assessed for the staging of the above areas as per the invoice issued by *Elegance Interior Designs*.

X_____

Invoicing and Payment(s):

Upon completion or termination of the stated contract, an itemized purchase expenses and fees invoice will be issued outlining all purchases made, labor, sub-contracts, and hourly wages, consulting and designing fees and discounts, and purchases made by *Elegance Interior Designs*. All receipts of the purchases made will be given to the above stated client and copies to *Elegance Interior Designs*. Payments in the forms of checks should be made to *Elegance Interior Designs*. All returned checks for insufficient funds will be charged an additional \$35. Any bank charges issued to *Elegance Interior Designs* will be transferred to the above stated client on the invoice. Any checks or cash received by *Elegance Interior Designs* for the purchases of accessories or materials will not be considered as an income for *Elegance Interior Designs* and therefore can not be claimed on a 1099 Misc. form for income tax purposes. The balance due and paid for as designing fees however can be used for a 1099 Misc. form.

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Residential Staging:

All forms of deposit payments or final payment in the forms of checks must be personal checks or cash. No business checks will be accepted.

Commercial Staging:

Interior decorating for a commercial business will be charged tax according to state tax laws. The tax rate is 8.50%.

RIGHTS OF THE DESIGNER(S):

Elegance Interior Designs hereby commits to the above stated client, to give a thorough consultation of the alterations of the area(s) stated by the customer. This includes an analysis of the color schemes, accessories needed, and improvements required, negotiate a reasonable designated budget estimate, and receive and advise of consented and needed changes of design, accessories, and contract as needed.

GUARANTEE:

Elegance Interior Designs offers a seven (7) day guarantee to the labor and designing scheme performed as per this contract. The guarantee covers any damages that might occur due to faulty labor, faulty assembly, or faulty mountings incurred by *Elegance Interior Designs* upon inspection of the damages incurred during and after the completion of this contract. The guarantee does not cover the return of accessories purchased, remodeling, redecorating, or dissatisfied labor projects [i.e. Paint jobs], after the completion of this contract or damages incurred to accessories during the contract but incurred by *Elegance Interior Designs*.

This contract is a legal and binding agreement of all parties involved for the interior decorating and alterations of the above mentioned parties.

Signing of this contract affirms all terms stated.

Elégance Interior Designs Manager

Date

Elégance Rep & Rep#

Date

Client

Date

Client

Date

Elegance
Interior Designer

Tori J. Cuddigan
Owner & Designer

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