

What's New in The DS & T Home Staging and Redesign World?

March 2008

In This Issue

[Successful Staging-Another Contract!](#)

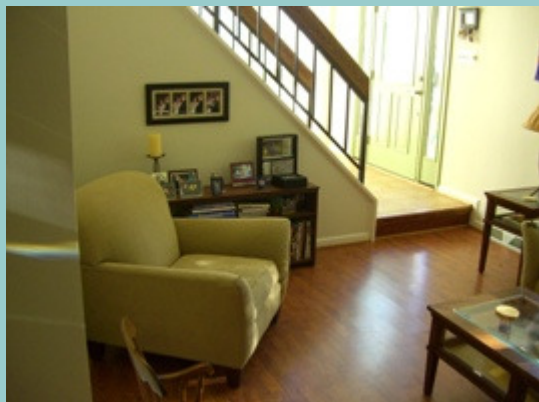
[Staging Tips](#)

[Designer's Tips](#)

[Sold in 26 Days!](#)

Successful

Staging-Another Contract!



Before

Another successful staging and contract! We did this staging for a client in Reston. The home is nestled in a peaceful wooded area and has such character and charm. We fell in love with it right away, it's the kind of place you could picture yourself painting or sketching!

The homeowners were not very enthused when we first came out. This was their dream home and they didn't want to leave, but the job dictated a move. We understood completely and helped them to realize that we were there to assist them and would do what we could to show their home in the best light and get them top dollar.

After the staging, it wasn't long before they got their first offer!

Hi again-

The team at DS & T have been very busy with lots of home staging and color and decorating work. Did we have a slow winter? I don't think so! We'd like to share a few of our recent successful staging stories.

We are seeing lots of repeat business from past clients and that feels great. We love that follow on work. It means that our clients are satisfied which is our #1 goal.

We received so many nice comments from our last newsletter, we thank you for the wonderful feedback! We will be co-writing, (with our colleague Joelle Brucher), an article for the Home Section of the Washington Post due out mid-March. This is lots of fun for us, be sure to watch for it!

Regards,

Sarah Pearce & Terri Bukartek

Designer Tips

Terri-

Thrift Stores-Untapped Resources-

As redesigners we love to reuse, recycle and reinvent! That is what we are all about, recreating or reusing something in a new way. Some of our favorite places to shop are the thrift stores. They are untapped resources. They are hit or miss, but when you hit, boy can you come out of there with some treasures! In the DC Metro area we have many to choose from. You have to think out of the box when shopping for items. If you come across a neat or unusual piece, ask yourself, "what else could this be used for?" We often search for vintage artwork, small tables, lamps and silk plants. Remember, one person's trash is another person's treasure!

<http://www.co.fairfax.va.us/dpwes/recycling/thrift.htm>



After

Testimonial-

When Doug the Wonder Agent first suggested the idea of staging my home to increase the odds of selling it, I was a little... hurt. As in, "what's wrong with my taste/my things/my arrangements?" My husband was equally unamused, considering that he is a professional artist and had gone to no small degree of trouble to make our home lovely. Then the lot of you sort of blew in like a cheerful flock of birds and I didn't have the time to be stuffy about it.

When you mainly used our things but more strategically displayed, I felt better. When all you left behind were the decorative plants and the pretty throw pillows, I had to admit the accessories gave the place a lot more style. Your arrangement of our furniture was actually much better than ours - for instance, we'd done the living room to maximize space, and you did it to maximize flow. Two very different things, but we threw a couple of parties with the staged layout and the new arrangement worked wonderfully.

We had tons of looky-loos before and after we met with you, but our first offer came two days after your staging, and I don't think that was a coincidence. Sadly, that offer fell through because the buyer failed to sell THEIR home, but we kept the staging, and a second offer materialized within days... and this was during the winter holidays.

It's a great offer, too, and we're heading to closing. We didn't expect either offer, to be honest - we were warned to expect six months of waiting in this market.

And I'm buying a tree for behind the couch and some red throw pillows :) Thanks for all your work, ladies!

After

Sarah-

Green Carpets-

Shaw now makes an "Anso Green" carpet that comes in lots of colors, styles and patterns. They are made of recycled materials and are recyclable themselves (double green!). Think they sound expensive? Costco carries them online and in the stores. Costco is also carrying bamboo flooring for a green hardscape alternative. They come in both light and dark finishes and they're guaranteed not to wear through the finish.

www.shawfloors.com

www.costco.com

Leslie-

What to do with those silver and antique heirlooms -

Silver and antiques are some of those things families love to hand down. You can find tons at the flea markets and thrift stores now. Why not let the character and charm of these old pieces, including the tarnish come through? Incorporate some fun and unusual pieces into your decor. By adding a few choice pieces in with your modern furnishings you will create a fun and funky eclectic look. Try setting a table with odd pieces of silverware or mix a match candle sticks with vases for a fun centerpiece. You could spray-paint an old tray or platter to use for candles or a place to throw your mail. Next thing you know you won't be able to stop thinking of new ways to use those old pieces!

Denise-

Cinnamon-Apple Crostata

This European-style tart is easily shaped on a cookie sheet and has an extra-cinnamony aroma while it bakes. Enjoy it warm from the oven.

Crust

1 Pillsbury® refrigerated pie crust

Filling

½ cups sugar
 4 teaspoons cornstarch
 2 teaspoons ground cinnamon
 4 cups thinly sliced, peeled cooking apples (4 med)
 1 teaspoon sugar
 2 tablespoons chopped pecans or walnuts

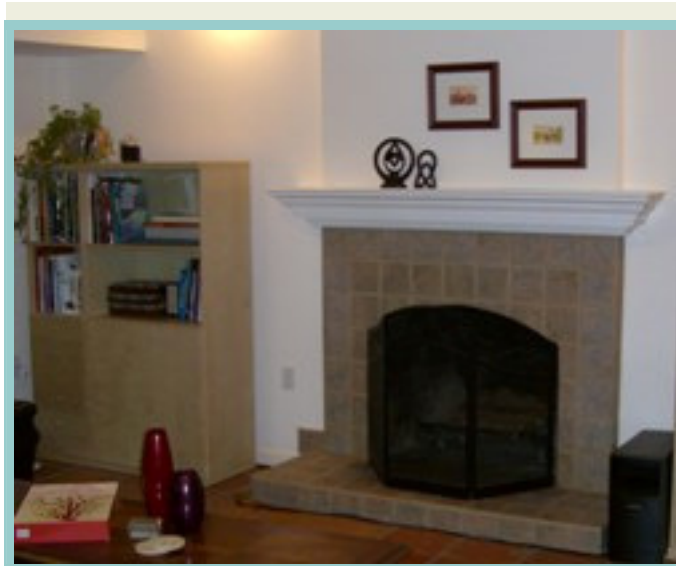
Topping

Whipped cream, if desired

DIRECTIONS

- Heat oven to 450°F. Remove pie crust from pouch; place flat on ungreased cookie sheet.
- In medium bowl, mix ½ cup sugar, the cornstarch and cinnamon.





Staging Tips

- Tidy food closet-face items front
- Grout/caulking around tubs/showers-keep extra clean
- Declutter vanities/showers of extra products
- Cat litter boxes-remove
- Closets-pack away some of the clothes to show off closet
- Remove items from floor of closet
- Keep dryer empty- it is a good spot to hide wet towels when showing house
- Keep a popup mesh bag handy for a quick clean up of house-throw in car if need be
- Don't overdo plug-in air fresheners (LESS IS MORE)
- Remove family photos
- Declutter/toys/extra knick knacks etc
- Don't cook strong smelling foods while showing house
- Pay close attention to kitchen and bath cleanliness
- Neutralize paint color if necessary
- Relocate family pet when showing house
- Keep shades up to let in light
- Remove heavy window treatments to open up windows and let in light
- Keep dishwasher clean/fresh smelling
- Yard should be in top condition-curb appeal is very important to perspective buyers

Gently stir in apples. Spoon apple mixture onto center of crust, spreading to within 2 inches of edge. Fold crust edge over filling to form 2-inch border, pleating crust as necessary. Brush crust edge with water; sprinkle with 1 teaspoon sugar.

Bake 15 minutes or until crust is golden brown. Sprinkle pecans over 3.apple mixture. Bake 5 to 15 minutes longer or until apples are tender. Serve with whipped cream.

www.pillsbury.com/recipes/ShowRecipe.aspx?rid=12296

Photos From Abu Dhabi



Hand etched crystal window

- Light bulbs/working and clean
- Notice the condition of the front door/entrance
- Clean oven/refrigerator



Mosaic tiled niche

Remember we bring new eyes to your home.

**Call DS & T today
to start that redesign project or to
help sell your home!**

REDESIGNED INTERIORS, LLC
www.dst3.net
 703-447-0621

Sold In 26 Days!

The team at DS & T were asked to help with a beautiful home in Alexandria. It was a fabulous home and in a great location but it was empty. Placing rental furniture and accessories in a vacant home helps to provide the warmth and perspective that is lacking in an empty space.

Before



After



We always encourage clients to show their homes with some furniture or small vignettes rather than empty. Prospective home owners will have a better idea of the scale of the rooms when they are furnished. So, we brought in some rental furniture, plants, decorative accessories and plants. It showed very well when we were finished.



The home sold in 26 days. We it love it when that happen

