

## Think You Can Stage A House? Take Our Quiz!

### QUIZ: *Staging Savvy*

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To make a home look its best and command the highest selling price, it must be easy for prospective buyers to picture themselves living there. That's where staging comes into play. With the help of Barb Schwarz, founder of [StagedHomes.com](http://StagedHomes.com) and author of [Home Staging: The Winning Way to Sell Your House for More Money](#), we developed this quiz to boost your staging savvy.

1. It is five days before the open house, and your clients' living room is filled to the brim with clutter that they don't want to throw away. What is their best option?
  - Plan a garage sale
  - Pack the clutter in boxes and store off site
  - Move everything into the garage
  - Separate the clutter into piles and divide into closets throughout the house
2. When is the best time for sellers to start packing for the move?
  - Before they list the home for sale
  - As soon as they list the home for sale
  - After they receive a viable offer
  - After the closing
3. When staging a room, you should:
  - Create a focal point that's related to how the buyer will use the room
  - Remove a piece or two of furniture from each room, if needed, to make the space look larger
  - Make sure that all of the lighting fixtures are clean and in working order
  - All of the above
4. In staging, the "Rule of Three" states that:
  - For every three prospective buyers, at least one will like the house
  - When re-accessorizing, use three items of varying heights on tabletops
  - No more than three colors should be used in a room
  - Each room should have enough seating for three people
5. Affordable items that can be used for staging include:
  - Old shampoo bottles and washcloths, which are placed in showers for a "lived in" look
  - Baskets of all sizes and styles, which help conquer clutter and add a decorative touch
  - Shoes — new or old — placed near entryways and stacked in empty closets
  - Brooms and mops, which can be leaned against the kitchen wall to emphasize cleanliness

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6. To make a child's room look most appealing to prospective buyers:

- Decorate the room with growth charts, posters, and school projects
- De-clutter shelves and closets, and move TVs and computers elsewhere
- Paint the walls a bright color such as purple, green, or bright yellow
- All of the above

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7. Which of the following factors plays a role in staging a home:

- The smell of the home
- The layout of furniture
- The backyard landscaping
- All of the above

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8. The best colors for walls in a staged home are:

- A hue that matches the dominant furniture in each room
- Dark colors in bathrooms and basements; light colors in bedrooms and living rooms
- Neutral colors, such as taupe and warm off-whites
- Colors that show off your personality

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9. If carpet in the home is worn, stained, or patterned, what should the seller do?

- Take an allowance off the home price; never invest in new carpeting before a move
- Ask prospective buyers to imagine what a different floor covering would look like
- Cover most of the floor with furniture so the carpeting will be less noticeable
- Replace the worn carpet with a neutral color such as beige

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10. To make a laundry room look its best:

- Keep counters and sinks empty and replace wire hangers with white plastic hangers
  - Hang clothes to dry and open wash machine to show how the space "works"
  - Keep the door closed; it's not an area of the home that you should show off to buyers
  - All of the above
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## QUIZ RESULTS: **Staging Savvy**

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For more information on staging, visit the [Field Guide to Preparing and Staging a Home for Sale](#).

**1. It is five days before the open house, and your clients' living room is filled to the brim with clutter that they don't want to throw away. What is their best option?**

✔ **Pack the clutter in boxes and store off site**

If the open house is only five days away, it's too late to plan a garage sale. Moving everything into the garage isn't a good choice either, as the garage should be uncluttered for home showings. Likewise, it's not smart to fill closets with clutter before buyers come looking; closets are a big selling point. If there are no off-site storage options, stack boxes neatly in an out-of-way area, such as a protected crawlspace or a corner of the basement.

**2. When is the best time for sellers to start packing for the move?**

✔ **Before they list the home for sale**

Most people pack up after they sell the house, but that's a mistake. Sellers should start packing as early as possible — before they put the home on the market. Packing early clears the rooms and makes it easy for buyers to mentally move in when they view the home. Sellers don't have to pack everything, but they should pack up all major items that are not regularly used.

**3. When staging a room, you should:**

✔ **All of the above**

Cleaning a home from ceiling to floor is one of the first things sellers should do when getting ready for a showing or open house. That includes making sure that all lighting fixtures are clean and working properly. Sellers also should remove a piece or two of furniture from rooms that are heavily furnished and moving it to emptier rooms or to storage. Finally, when staging, you should pick a staging point, or a focal point that will attract buyers when they see the room. For example, the focal point of a bedroom is usually the bed, and for a music room, it's the piano.

**4. In staging, the "Rule of Three" states that:**

✔ **When re-accessorizing, use three items of varying heights on tabletops**

When staging a home, first de-accessorize by removing all things from counters and table tops, including coffee tables and side tables. Then re-accessorize using the rule of three. For example, on an end table you can place a lamp (high), a small plant (medium), and a book (low).

**5. Affordable items that can be used for staging include:**

✔ **Baskets of all sizes and styles, which help conquer clutter and add a decorative touch**

The other answer choices — shampoo bottles, shoes, and cleaning supplies — are considered clutter and should not be in view when buyers are looking at a home.

**6 . To make a child's room look most appealing to prospective buyers:**

✔ **De-clutter shelves and closets, and move TVs and computers elsewhere**

When staging a home, your goal is to make it easy for potential buyers to see themselves living in the space. Growth charts, posters, and school projects are personal items and will distract those who view the home, especially if they don't have children. Additionally, bright wall colors can make a room appear smaller.

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**7 . Which of the following factors plays a role in staging a home:**

✔ **All of the above**

A properly staged home will have a pleasant smell (or no smell at all), a furniture layout that complements the size and flow of each room, and well-maintained landscaping that makes the home and outdoor space look its best.

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**8 . The best colors for walls in a staged home are:**

✔ **Neutral colors, such as taupe and warm off-whites**

If wall colors are intense or change from room to room, your house will appear to be smaller than it really is. You also risk startling buyers as they walk through the home, drawing attention away from the property. The best wall color is warm, yet so subtle that you may not even notice it. If walls are in bad shape or the paint is an unappealing or distinctive color, repainting is a must.

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**9 . If carpet in the home is worn, stained, or patterned, what should the seller do?**

✔ **Replace the worn carpet with a neutral color such as beige**

Buyers remember nice carpeting, and it's often a major factor in a decision to buy. Why? Most buyers simply can't envision a different carpet in a home. Even if you offer an allowance, you may have already lost the buyer. Your best bet is to re-carpet; beige works well with most furnishings and flows well from room to room.

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**10. To make a laundry room look its best:**

✔ **Keep counters and sinks empty and replace wire hangers with white plastic hangers**

Buyers will be impressed if the laundry room is fresh, inviting, and organized. Make sure light bulbs are working, and hide soaps in a cupboard or line them neatly on a shelf. Never hang laundry while showing the house.

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