

January 2, 2008

Dear Jodi,

I can't tell you how much Doug and I appreciated your services! After meeting with you, I felt such relief (as well as excitement). An empty house doesn't seem so much like a home. With current market conditions, we wanted the house to be move in ready and also demonstrate how it could be a *home* to someone new. Although, we considered using some of our own furniture, we did not have enough on hand to furnish our current home as well as the house we were selling. Also, we had read that staged homes tend to sell significantly faster, all other factors being roughly equal. Your staging services were just the answer. Cosmetically, the house looked great even without furniture and staging, but given the market conditions, the holiday season and cold weather, we were prepared for the house to sit on the market through the winter. Our realtor was also convinced that it would not sell quickly, even with the solid and competitive price. I think the realtor may also have been a little skeptical about the whole idea of "staging" in general. But, after meeting with you, we were confident in your knowledge, experience and training.

Jodi, you did such a wonderful job! You were so professional. You always returned calls and e-mails and you were always on time and followed through with all of your promises. I think you actually went a little beyond the call of duty. Thanks for the extra preparation before the open house and other showings. Weren't we all thrilled when we got such a great contract after seven (yes, 7!!) days on the market? I think our realtor was in shock! She said that nothing was moving that quickly. I know that we had a good house that was priced fairly, but I truly believe that your staging services gave us the competitive edge that made the sell. You and our realtor did a wonderful job and closing went without a hitch. When the time comes to sell our current home, we'll be giving you a call. Until then, thanks again!

Fay Ward