

April 18, 2008

Linda,

Just wanted to let you know Fairport is under contract today - it's only been three weeks since you staged it. The staging made a huge difference. This house had been previously listed for several months in the fall, and then we had it on the market freshly painted and spit polished since January. The price was on target, and we were getting a good number of showings. However, the feedback was mostly negative such as "buyer didn't like floor plan", "kitchen too small", "stairs too steep". We had an open house before the house was staged and although well attended, everyone who came in found something to criticize.

The open house I held after the staging was totally different. Everyone who came loved the house, and not one person voiced any criticism. Instead I heard things like, "wow", "I love it", "this is beautiful", "I have to have that master bathroom" and my favorite, "I'm bringing my wife and my agent back tomorrow."

He did - and now we're under contract.

Thanks so much!

**Debra Altschuler**

**Team Triad at RE/MAX 1st Choice**  
***Just Start Packing!***