

# ESPC event on Saturday to help you show off your house

✘ *GIVE YOUR HOME THE BEST STAGING TO SELL, SAYS ESPC*

Homeowners could see a 250% return on investment by 'dressing' or 'staging' their home ahead of its valuation, according to experts at ESPC.

Getting a home 'sale ready' is becoming increasingly popular in the tight market as competition between sellers heats up, so ESPC's latest 'Home Inspirations' event is focusing on all aspects of home makeovers.

The advice, however, is not to paint all the walls magnolia. The latest trends which will help a home sell quickly are feature walls, muted heritage colours of greens, greys and mocha, and mirrors.

Jane Randall of Curtains & Interiors dresses homes to impress to get viewings and will be attending the ESPC event. The 60-plus homes she has dressed have all sold more quickly and for a premium compared to similar properties which have not been 'staged' ahead of going on the market.

She said:- "Mirrors are fantastic. Strategically placed they reflect light and space and work every time, alongside well placed pretty things. And people really like feature walls. The rest can be very neutral, but preferably not magnolia. Heritage colours have a perceived value compared to a magnolia

which can be seen as dull. Buyers want smart and want to be impressed.

“A well-presented home sells more quickly. A tired rental property was on the market for eight months without a viewing but once it had had a makeover it sold to the first people who saw it.”

Jane will be on hand to offer advice alongside other exhibitors including Designer Drapes, Dulux Design Service, Home Max Furniture and Hypostyle Architects at the ESPC event.

✘ Malcolm Cannon, CEO at [ESPC](#), said:



“Our experience of the market is that in most cases for every £1 spent on a home makeover, you can see an uplift on the valuation of more than double the original investment.

“More than ever before, it is vitally important that your home is attractive and in ‘move-in’ condition. It’s important people can imagine themselves living there and they fall in love with the appearance of the property.

“This event can help those considering putting their home on the market with some of the steps they can take to breathe fresh life into their property and achieve a sale.”

Home Inspirations takes place on June 9, at ESPC George Street, Edinburgh. Entry is free.