



A Consultation and a Quote: What's the Difference

Consultation:

A consultation can be either **verbal or written**. It is a detailed assessment of a property. A **verbal consultation** is just that—verbal only. It is a 2-hour assessment which is done, usually with the homeowners, while touring their property. A **written consultation** includes the 2-hour verbal assessment plus a written report outlining, room-by-room, what steps should be taken to improve the salability of the property. The written report is provided to homeowners as a tool to guide them through the activities to prepare their home for sale. This is the information they need to do the work themselves and what the consultation fee is for—information. There is no guarantee that the stager will be brought in for further assistance to the homeowners, although that is certainly an option that can be included in a quote for further services.

Some homeowners may find the activities recommended in the consultation too overwhelming or time-consuming and may choose to hire the stager and/or other service providers (painters, handymen, packers, etc.) to aid in the process of preparing their property for sale. A list of service providers will be given to the homeowners—free of charge—to help them with any of the recommended preparation activities. A bid or quote for additional staging services can then be created at the request of the homeowners.

Quote (or Bid):

A quote or a bid is like getting an estimate for new windows. It tells the homeowners what it will cost for Home Matters to do the hands-on staging work to prepare their property for the market. A quote includes the design plan for staging a particular property, any necessary furniture and accessory rental, and the physical labor involved in implementing the design plan. There is no charge for the quote because there is no information given other than what furniture and accessories will be used to furnish or enhance each room/area and how much it will cost to complete the job. A quote is more commonly done for vacant properties, although homeowners who do not want to do the work themselves can ask for a quote for us to do the hands-on work. Again, there is no preparation information provided to the client—just the (price) quote for us to do the work.

Allow us to be your Property Presentation Specialists!

Home Matters, LLC
317-209-9801

www.homemattersllc.com

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