

ONE CHANCE TO MAKE GREAT

Volume 1: Issue 2

# FIRST

## *impressions*

A Publication by LoveLee Homes

Exciting New  
Build Photos

Decorating with  
Kansas Grasses

Interior Remodel  
and Redesign

Fun Design Quiz

**AND MORE!**

*LoveLee*  
HOMES



# FOREWORD

Our magazine officially has a name! LoveLeeHomes welcomes you to the Spring Issue of First Impressions. We poured over many options in selecting a name for the magazine, but settled on this one because so much of what we do is connected with making a great first impression. We'll educate and inform you on all things home staging and design; and other areas associated with HOME.

You only have one chance to make a great First Impression, that's why we, as a leader in the industry, are investing our time, knowledge and expertise to give you quality information you can trust.

As a personal note, I am just so excited to experience this journey with you!

Kindest Regards,

*Trisha*



# CONTENTS



- 02. Floral Trends
- 04. Edited Style
- 05. Picture Day Prep
- 06. Curated Home
- 08. First Quarter Favorites
- 10. Elevated Design
- 12. Buyers Love
- 14. Parade of Homes Listings
- 15. Home Staging Quiz
- 16. Quiz Answers and What's New?

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Trisha Lee



It's hard to stay on top of all the things trending in the design world, so let's focus our attention on one area for now.

Pampas Grasses are having their moment! I love them because they seem effortless, provide great texture, are readily available and are perfect in the Midwest! They work in all sorts of design applications from floral arrangements, wreaths and even when they stand alone.

They are budget friendly and make a very high impact!

You can find them in the dried floral section at most places like Hobby Lobby, Michaels, etc, but honestly, I found mine in my backyard!

### HELPFUL TIPS

- Spray delicate plumes with hairspray to keep them intact, the fluffier the plume the better!
- Peel back outer/excess grass from stem
- Perfect for use in a table or floor vase

Pampas grasses are the perfect way to bring the outdoors in! We'd love to see how you use them in your home!

# FLORAL trends



Have you decorated with pampas grasses?  
Please share your photos and tag us on Instagram!  
@loveleehomesdesign

# EDITED *Style*

When we help someone get their house ready to sell, our first sentence is usually, "Selling your home is very uncomfortable and getting it ready to sell is even more uncomfortable." However it is a necessary process to get your home organized, decluttered, tidy and stylish if you'd like to be competitive in today's market!

One of the most difficult aspects is to live in a home and make it look like you don't actually live there. But hopefully, armed with a good checklist, boxes, cleaning supplies, and some great styling tips, your house will be sold fast and for top dollar!



Define the space: Don't leave anything to question, every defined space in your home creates valuable square footage!



Create the Dream: Always try to make each space as appealing as possible. Not real life messes, but dream world possibilities!



Entertain: Buyers want to share their new home with friends and family, show them how easily it is to entertain in your home!

# PREP *Picture Day*

When selling your home, your first line of marketing is your photos because most people start their home search online! Which means, it is so very important to have fantastic looking photos and the BEST way to do that is to hire a professional photographer (after you hire a professional stager) to take photos of your home. We reached out to our favorite real estate photographer, Tobie Andrews, to get some of her recommendations for you to prepare your home for picture day!

- Remove all daily use items from counters (paper towels, toothbrushes, Kleenex, sink sponge, etc.). Leave decorating and home décor.
- Put away trashcans, clothes hampers, and any evidence of pets.
- Store away all personal photos, awards/certificates, and things that state your name or your child's name.

You can find more information about Tobie's Real Estate Photography services at [tobieandrewsre.com](http://tobieandrewsre.com)

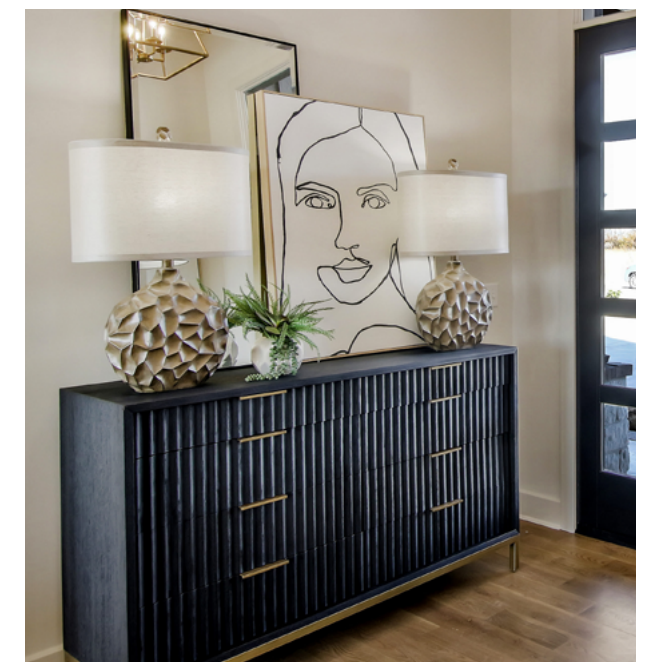
# *Design Term Defined*

## REFINED

/rə'fīnd/

Knowing there are so many design styles and options available, but having the restraint to only choose those that truly enhance, improve and complete each other.

-Trisha Lee-





# Curated HOME

We had so much fun helping these clients elevate their (already) incredible space to the next level. We love working with people who trust us and are open to a pivot in idea or a change in how things “normally are.”

They had come so far in remodeling their home and really just needed help reaching the finish line. During our initial design consultation, we had the overwhelming response that they LOVED color, wanted the space to flow for ease of entertaining, feel comfortable and yet still continue to be family friendly.

The first thing we did was change the furniture arrangement to allow for conversation throughout the whole room. We used a leather bench (that they already had) to combine two living spaces into one. It was amazing to me how much this one shift made the room seem twice as large and twice as functional. We added a much larger rug, larger plants and created warmth and connection with additional lighting and accessories.

Bookshelves can often be intimidating for people. I feel like the best option is to remove items and usually remove a few shelves before you get started. (However, in this case, the shelves were not moveable or RE-movable.) We call this “quieting the space” –it’s helpful to have a blank canvas and then begin by adding larger items first. In this case, we hung a piece of art on the outside of the shelf to create a little vacancy and add interest. [See page 8]

**TIP:** Contrary to popular belief, vacancy in a shelving unit allows space for the eyes to rest and adds more interest...not less.

All in all, this was a such a great opportunity to team up with homeowners who were going in the right direction, had great taste, and just needed that little push to complete their timeless, elevated and inspired design.

# FIRST QUARTER favorites



## TRISHA

"The first part of this year has been jam-packed with so many exciting things! But I've decided that in picking my favorite, it has to revolve around my favorite things –PLANTS! So, selecting and installing this giant 9.5 foot tall Bird of Paradise really hit a high note for me! Because we stage SO MANY HOUSES, I get accustomed to artificial plants, (which, btw, have come a VERY long way in recent years) but nothing compares to using living plants! Especially when they are placed in an area where they BELONG! During my first visit to this house, I knew it needed

We thought it might be fun to let you in on a little "behind the scenes" chatter! Each team member at LoveLee Homes picked one of our favorite projects to work on during the first part of the year! We spend so much time on every home we work on, but sometimes it's the little things that make us swoon!



a large tree or plant to create some movement, softness, texture and life! There was so much bookcase and not enough framing—I believe the Bird of Paradise mimicked the arched floor lamp and created the perfect viewing area for a built-in bookcase, don't you? Live long and prosper big bird! "



### -Speaking of plants-

If you are wanting to add a bit of life to your house, we recommend you start with something simple like a ZZ Plant or Snake Plant! They are easy to care for and don't require much light—but do be careful not to overwater them! Stick your finger down in the dirt about 1.5 inches, if it's moist, let it be—if it's dry, give it a drink!



## HAYLEY

"Even though I am usually behind the computer and not out staging homes, my first quarter favorite was a no-brainer. I used to play this nerdy interior design app where you decorate virtual rooms with digital versions of real designer furniture, and I always used this one armchair in my designs. Imagine my excitement when Trisha showed me a picture of these amazing chairs she ordered for a new vacant home staging, and they were the same ones I used in my game!

Trisha and I ran over to a house during one of our meetings to take some additional measurements. When we walked in, I saw THE chairs, and I immediately walked over to see them up close and personal! (I might have even asked Trisha to take a picture of me sitting in one of them)

I love the detail on the side of the chairs, I love the way they complete this room, and I LOVED living out my nerdy design dream!"

## ANGELA

"When I was asked to choose my favorite project from our first quarter, I didn't know if I could do it! Imagine me gathering all our design projects around and lovingly looking into their eyes while assuring them they are all my favorites. Although there have been several amazing projects, sometimes the simplest designs offer the biggest reward.

connecting everything together in a beautiful, updated way.

Well-appointed furnishings and textiles added to this dining room giving it a curated, collected-over-time feel. When we were finished, I just wanted to sit down at that table and have great conversation over a glass of wine. That is the intangible feeling we're always after. A space where you cannot help but want to stay and linger a while."

This dining room came together in an afternoon, while embracing the client's existing wall color and flooring. "Working with what you've got" is always my favorite way to begin a design plan. This rug is amazing! It brought instant interest to the space, while



# ELEVATED *Design*

In February, we had the opportunity to stage two new builds in the Flint Hills neighborhood. We had so much fun working on these blank canvases, and we thought we would share a little insight behind what goes into building a new home!

The first home was built by Blair Construction, Inc., a company that builds quality custom homes and light commercial buildings in Butler County, Sedgwick County, and the surrounding Wichita, Kansas area. Owner Bill Blair has been building houses for quite some time.

"Got our building license in 1983, so 37 years. Geeze!" he said. "I framed houses for 9 years before that."

Blair's years of experience have built the foundation for his company to focus on the quality of construction as well as the elevated design that clients desire.

"Blair Construction, Inc. concentrates on behind the scenes of building like: concrete strengths, waterproofing, structural strapping for storms, real trim not man-made, rebar in exterior concrete, insulation, besides the finishes that people see," Bill explains.

As an expert in the business (a construction connoisseur, if you will), we wanted to hear his favorite part of the home building process.

"Creating/designing a home for someone's tastes," Blair said. "The feeling of a vacant space to the satisfaction of a personal home. I call that a 'FEEL GOOD,' like when you plow a field and look at it, it makes you 'FEEL GOOD.'"

Blair's favorite part of this specific home is its openness and versatility. "Love the open large kitchen to the even larger living room/dining room to the open covered patio," Blair said. "Good for all lifestyles. Modern-Mountain is pretty cool too."

In its entirety, the house took about eight months to build, although there were some delays due to weather. The company had their vision in place before they began construction.

"We designed everything for the lay-out etc. before we started and made some "finish" selection changes as we built," Blair explained.

We loved how it turned out, and we had so much fun using the finishes as inspiration for our design! I mean, check out that gorgeous-custom-chevron-wood-plank-wall!

To see more amazing builds or learn more about Blair Construction, Inc., visit [www.billblairconst.com](http://www.billblairconst.com).



# BUYERS *love*

When getting your home ready to sell, it's important to focus on things buyers love! Showing buyers that your home "has it all...and then some" could be the difference from a first day offer to sitting on the market for months on end.

So many people work from home, so showing a home office work space could prove to make a quick sale! Also, outdoor living is very high on the buyers lists these days as well as mud rooms or drop zones. Buyers love character-built-in features like bookcases and shelves always add to that "home" feeling buyers are wanting! These features will surely catch any buyers eye!

*Built-Ins*



*Offices*



*Outdoor Living*



*Mudrooms*





# 2020 Parade of Homes

## MCCOLLOM CONSTRUCTION

Realtor: Brad Minear (316) 393-2001



1501 N Bluesage Ct.  
Andover, KS 67002  
Flint Hills National  
Modern Prairie



## BLAIR CONSTRUCTION, INC.

Realtor: Brad Minear (316) 393-2001



1511 N Bluesage Ct.  
Andover, KS 67002  
Flint Hills National  
Modern-Mountain



## FAHSOLTZ CONSTRUCTION

Realtor: Carolyn Stephenson (316) 806-6686



2525 N Paradise St.  
Wichita, KS 67205  
Emerald Bay Estates  
Transitional Ranch



# Home Staging QUIZ

- 1 Four to Five countertop appliances show your kitchen as large and workable for everyday living.  

True: This helps buyers visualize their new home life

False: Buyers know what a blender looks like, they'd rather see clean countertop space
- 2 A staged bathroom should have NO used towels, shampoo/shower products, or any sign of a home's inhabitants.  

True: Nobody wanted to see your wet towels, trash or even toothbrush.

False: Buyers will overlook the signs of use and wear.
- 3 Deep, dark colors work well in a master bedroom.  

True: A bedroom is a sanctuary where privacy and moodiness are important.

False: A dark bedroom can seem dingy and small.
- 4 Before you put your house on the market, you should estimate spending this much for staging expenses.

- A. 1-3% of asking price
- B. Less than 1% of asking price
- C. 4-5% of asking price

*Flip page for Answers*



## QUIZ ANSWERS

1- False. Buyers want a lot of countertop space! I usually suggest only ONE countertop appliance (ie coffee maker, toaster, etc) per kitchen. Or even better- ZERO! You are always welcome to add something pretty though, like a bowl of fresh apples, or a cookbook on a stand or a plant!

2- True. I often tell sellers to imagine their home as a hotel. Now, you know when you visit a hotel that others have stayed there before...you just don't want it to look like it!! Use that same philosophy when preparing for house showings!

3- False. People want good light. Period. Even people who like dark colors, want good light. So, be sure your rooms (bedrooms included) are full of light, crisp, clean colors.

4- A. Most people usually spend 1-3% of their home's value to prepare their home for sale.

## What's New?

At the last minute we decided to add this section... What's new? Well, let's be honest, what isn't new?! As a small business, we are navigating these times as best we can. We are still offering full service vacant home staging, but have moved our other services into the online space. Our occupied staging consultations are now completed through Zoom, they are still very comprehensive, but just not in person. People still need a home to live in and we are here to help make sure they choose yours! Please let us know if we can help you! Take care and stay safe!



### PHOTO CREDITS

Nine Sparrow Lane:  
Cover, Foreword, Headshots p. 8-9, 16  
Tobie Andrews Photography:  
Contents, p. 4-8, 10, 12-15, Back Cover  
AEV Photography:  
P. 2  
Justin Miller Photography:  
P. 14 (Fahsholtz)

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