

FIRST

impressions

Volume 1: Issue 4

A Publication by LoveLee Homes

Confessions of a
Home Stager

Housewarming
Gift Ideas

Before and
After Photos

Hosting
Tips

Seasonal
Staging



FOREWORD

Welcome to the Fall Issue of First Impressions! We are so excited to share with you some of latest projects and also help with tips for decorating your home for the upcoming seasons!

I don't know about you, but I was really dragging my feet on giving up summer this year. But with cooler weather and the leaves changing, alas-- Here we are! When the seasons shift, I like to take a look around my home and see what things I can shift in my home. I usually start outside and repot a few plants and prepare to bring those inside that I just can't part with. On the inside, I bring out the fuzzy warm blankets and change to warmer colors and rich textured throw pillows! I can't wait to share some other tips that are sure to make your home super cozy this fall and winter!

We really appreciate your feedback on our magazine, it is a true labor of love. Please let us know if you have topics you'd like to see us cover in upcoming issues.

Have a LoveLee Day!

XOXO

Trisha



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Trisha Lee

confessions of a HOME STAGER

Well... that was Awkward!! I thought I'd take a moment to devote a section of this magazine to funny (and sometimes awkward) moments that have happened during my time as a home stager. Of course there is the occasional random piece of underwear on the floor, an unflushed toilet, weird family portraits, etc, but I'm devoting this section to the "No-Way" "SERIOUSLY??" "You've got to be kidding me!" Incidents of my career.

Let's title this one, Sunday Splash.

One warm Sunday afternoon in the middle of the summer around 3:30 or 4, I was stopping by a vacant house that I was hired to stage. (The house had been on the market quite some time and just wasn't selling.) I had all ready been given a key and access to the property, and decided to get a jumpstart on the job by taking a quick load of breakable items over before the truck arrived the next morning. When I pulled up in the driveway and got out of the car, I heard a couple of people talking in the backyard. I announced my presence and just mentioned that I was the home stager stopping by to drop off some items and wouldn't be there long. (Now - this house was VACANT, so it seemed odd to me that there was someone or rather a couple of someones in the backyard!)



They quickly started shouting, "Wait, don't come back here, just stay right there, we have permission to be here, hold on just a second, please don't come back here." As I turned the corner to head into the garage, I quickly found out that must have been code for: "We are naked back here. Swimming in a pool that isn't ours on a nice, warm Sunday afternoon!"

Yep, you heard that right! Two adults, skinny dipping, in the middle of the afternoon, at a house (that wasn't theirs) that was on the market for sale! AWKWARD!!

Next time in Confessions of a Home Stager, join me for the ever hilarious tale of "Mirror, mirror, on the...Ceiling?!"

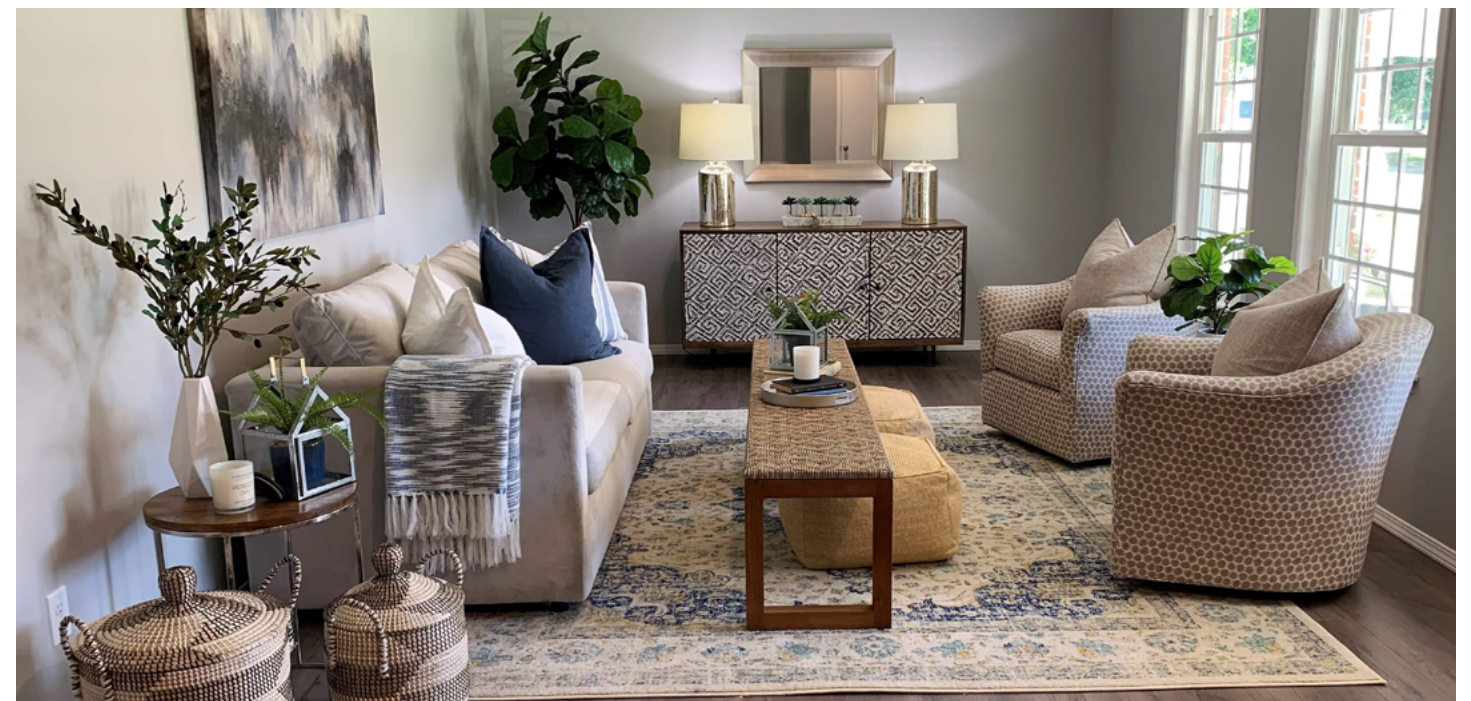
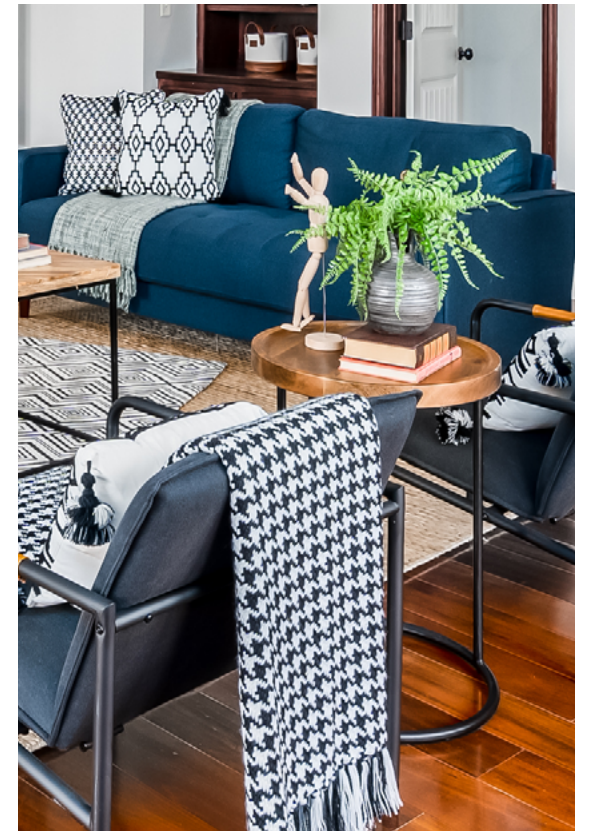
Design Term Defined

WHIMSICAL

/'(h)wimzik(ə)l/

An element of design that adds playfulness or makes someone smile. It says, "don't take me too seriously."

- Trisha Lee -



SEASONALLY *speaking*

STAGING FOR THE SEASON

We often tell home sellers not to “date their listing” by using decor that suggests a season or celebration, like Halloween, Christmas, or Easter!

It's ok to bring in items that give the feeling of a season; for instance like Fall—using rich colored throw pillows, chunky blankets, seasonally scented candles, can help create a cozy atmosphere without screaming FALL. But putting a giant witch and jack-o-lantern on your front porch for your listing photos is never a good idea.

Just in case things don't sell as quickly as you'd like, you'd hate to be sitting on the market in January, advertising that you've on the market since Halloween.

TIP: It's always a great idea to use elements of the season like pampas grass and cuttings from your yard.

ANGELA'S ADVICE

My favorite way to give the Fall and Winter season's a subtle nod around my home is with texture! Namely, in the form of accent pillows and throws. For my sofa or bed pillows, I swap out the light linens and cottons of Spring and Summer, for weightier tone-on-tone plaids (hello, Fall!) and woven sweater-like knits (how you doin', Winter?). Then, I literally throw soft, cozy throw blankets around with abandon. Nearly every seat in the house is an opportunity to snuggle up, sip a warm drink, and enjoy the changing season!

TRISHA'S TIP

One of my favorite things to do is bring out seasonal pictures of my kids/family! For example, during the fall, I have pumpkin patch photos and Halloween pictures of my kids from over the years with different costumes. They are all in cute frames and they go on my entry table. It's fun to reminisce and see their squishy faces and chocolate covered lips!



DESIGNING FOR THE SEASON

When designing for the seasons, we find it helpful to select and decorate only 3 different areas in your home; maybe your porch/entry, living room, and dining room. That way, your design can stay cohesive and as an added bonus you won't find random Christmas decorations in the middle of March! When you are “designing to live” during the seasons, try to bring in items that will give you and your family a chance to use all your senses and establish traditions! Think about seasonal Tastes (hot chocolate, caramel apples, etc), Smells (candles, scented pine cones, etc), the Feels (Chunky blankets, flannel sheets, etc), Sounds (seasonal or celebratory music), and Sight (Decor items). That way your design will be all encompassing instead of just a hollow season.

HAYLEY'S HINT

I love to swap out my throw pillows and blankets as the seasons change. I also love using plants as a tribute to the current season. In the Fall, you'll see sunflowers in my centerpieces and mums on my porch. I like to bend the rules and put pumpkins everywhere too- but I'm not staging to sell!!

KELLY'S KEY

I love using candles, potpourri or essential oils to “decorate.” When I'm standing in the candle aisle at HomeGoods and pick up an evergreen scented candle I am immediately transported to Christmas with my family. Or a vanilla candle always makes me think of a holiday baking with my Grandma. Using scents to decorate adds warmth and welcome to your home. It will also be a first-class ticket home to your loved ones!

ELEVATED

Design

By Hayley Fields

We have had the pleasure of working with Artistic Builders on several model home stagings, and each home has been unique but equally fantastic! We wanted to learn more about Eric Gilbert, owner of Artistic Builders, and hear about his passion for building homes. Gilbert has been building new homes since 2010. With a typical build duration of 7 months (depending on weather), he has built a lot of homes! From custom builds to spec homes to rural buildings, Gilbert does it all.

While building homes is Gilbert's primary focus, his favorite aspect of the job is "building relationships with the customer as well as working with a great group of sub contractors." His connection with clients keeps him up-to-date with what buyers love. "We are always evolving our homes. With changes in the design and styles, it is important to keep up with new trends," Gilbert said. He also loves finding ways to include his personal favorite features when he can. "I love adding bonus rooms to our builds. It is an economical way to gain square footage," he explained.

We are all facing challenges due to the pandemic, but Artistic Builders has faced a different problem this year.

"Currently it's the rising costs in lumber. Unfortunately we see rising costs annually but lumber has been an extreme case."

No matter the challenge, Artistic Builders rises to the occasion to satisfy their customers.

"We take the home building process to heart. We know it is typically the single biggest investment a person makes. We build every home like we are going to move into it," Gilbert said.

Artistic Builders' personal touches make them a great choice for anyone looking to build their own home or purchase a new home that is already on the market. We look forward to working with Gilbert and his team for many years to come!

For more information about Artistic Builders, visit <https://artistic.builders/>

HOSTESS with the MOSTEST

We thought it might be fun to share our favorite cold weather recipes during this time of gathering with friends and family.

Angela Damico

WINTER CIDER SANGRIA

I make this delicious drink every Christmas Eve, and it is festive, tasty, and beautiful! Feel free to create a mocktail by omitting the wine and bourbon.

Ingredients:

- 1 granny smith apple, chopped
- 1 honeycrisp apple, chopped
- 1 orange, chopped, with rind on
- 1-2 cups whole cranberries
- 1 bottle Pinot Grigio (optional)
- 1 bottle sparkling apple cider
- 1/2 cup bourbon (optional)
- Rosemary sprigs for garnish

Directions: Combine all ingredients, stir well and chill until ready to serve.



Trisha Lee

CHICKEN TORTILLA SOUP

- 1 can red enchilada sauce
- 1 can petite diced tomatoes
- 1 can dice green chilies
- 1 can black beans, drained and rinsed
- 1 can corn
- 1 medium onion
- 3-4 cloves of garlic, minced or shaved
- 1 box (4 cups) chicken stock
- 1 tsp ground cumin
- 1 tsp chili powder
- 1 tsp oregano
- 2 tsp kosher salt
- 2 bay leaves
- 2-3 chicken breasts (bone-in, split)
- Handful of chopped cilantro
- 2 limes, juiced

Directions:

- Combine all ingredients (except for cilantro and lime juice) in a crock pot
- Cook on high 3-4 hours or low for 6.
- Remove chicken from soup, shred into pieces, return to soup
- Stir in chopped cilantro and lime juice
- Serve with Toppings!

Toppings:

- Tortilla chips
- Cheese
- Sour cream
- Avocado
- Fresh tomatoes

HERO Housewarming

A GIFT THAT KEEPS ON GIVING

If there is one thing we've learned in 2020, it's that being around other people is not a guarantee. This spring and summer, I found fun ways around the social distancing orders, like Zoom Cooking with Friends, Parades with the school, and even drive by grocery drop off for relatives. However, there is one thing I found, I missed being with people. (Like desperately wanted to be with our people.) We love to entertain friends and family, to visit with one another- talk, laugh, eat, drink and be merry!

That got me thinking about new homes and gatherings (especially since staging homes for sale is one of our main gigs) and thought it might be fun to recommend a few ideas for housewarming gifts. Also, since fall and winter is a big time for hosting people in your home and attending others homes—we thought there are a bunch of cross over gifts that would work for a host gift too! It's such a nice gesture to bring along a gift (or heck-even just a bag of ice) to a party. Whether you are visiting someone's new home or just attending a get together, here's a list of some items that are sure to get your invited back!

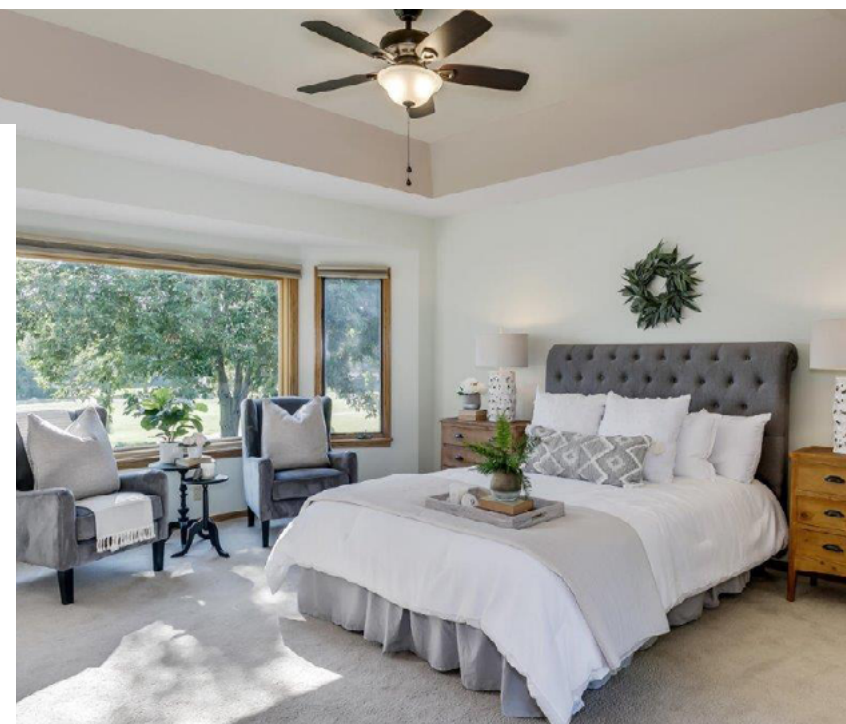
- [Potted plant](#)
- [Charcuterie board \(even better if it's full of delicious eats!\)](#)
- [A beautiful Coffee table book](#)
- [Large Vase](#)
- [Dish Towels](#)
- [Painted Watercolor of House](#)
- [Address Stamper](#)
- [Throw Blanket](#)
- [Doormat](#)

Pair it with a bottle of wine or a seasonal scented candle and you are set! But beware-These gifts are so good, you might want to buy an extra for yourself!



BEFORE AND AFTER PHOTOS

Back by popular demand, everyone's favorite section of the magazine- Before and After pics to brighten your day and encourage you- Anything is possible!

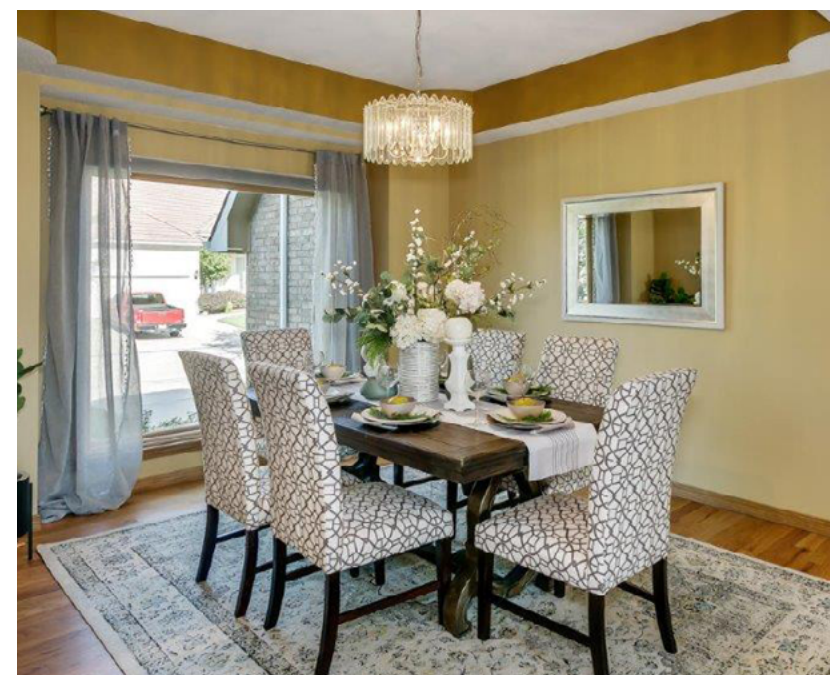
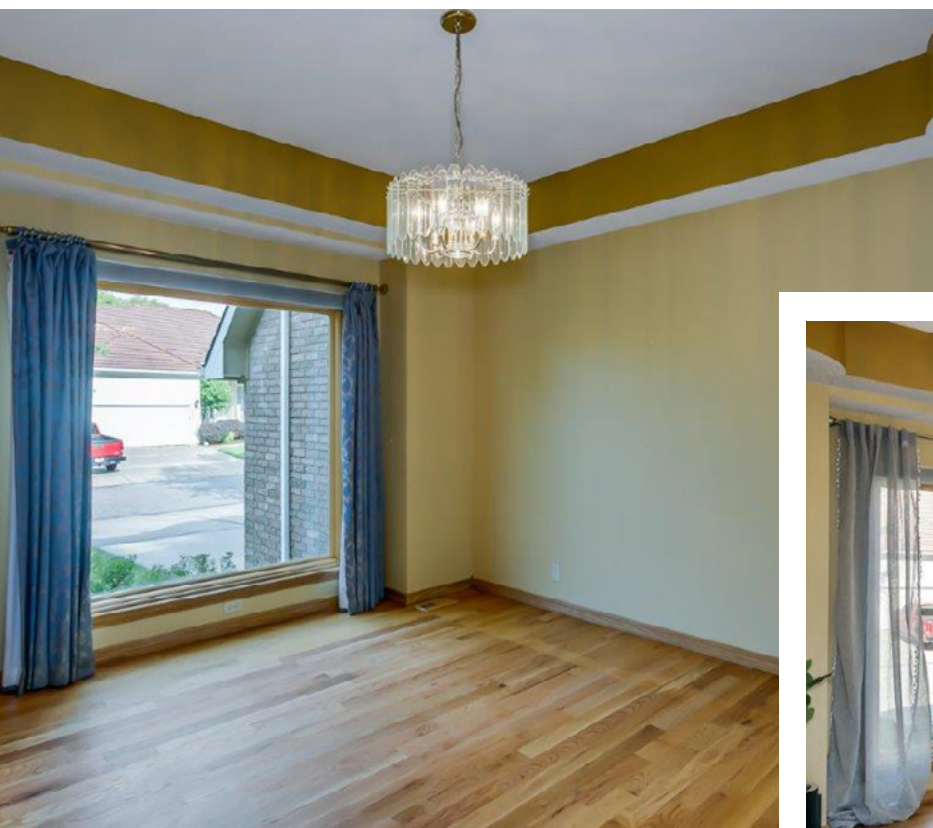




There aren't any before photos of this house, but we just couldn't resist showing it off. We had a blast staging it and wanted to share it with all of you!



A coat of fresh, crisp paint, beautiful modern furnishings, and professional photos made all the difference for a quick sale of this home!



Fall 2020 Parade of Homes

We had the great pleasure of staging three homes for the 2020 Fall Parade of Homes. All three of those homes won Blue Ribbons for Decorating (among other accolades). The Parade was already a great experience, but it became even more exciting when we got the opportunity to stage a fourth home during the final week of showings! We couldn't be more proud and honored to help those builders show their homes in the best light!

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



CHAPMAN CUSTOM HOMES

Realtor: Dylan Schellenberg (316) 789-5035



3941 N Estancia Ct.
Wichita, KS 67205
Estancia
Transitional Ranch



ARTISTIC BUILDERS

Realtor: Andrew Reese (620) 755-1619



6628 E Central Park Ave.
Bel Aire, KS 67226
Central Park
Transitional Ranch



FAVORITES

Fall Edition

KELLY'S FAVE

I am new to the LH crew, but I am totally inspired by Trisha's mindset of "You don't have to spend a million bucks, to look like a million bucks." She spends an amazing amount of time looking for décor items for both staging and design customers. Things like plants, baskets, throws, etc. can really warm up a space and make it feel luxe. So, if you are at Dillion's and a cute plant catches your eye and makes your heartbeat faster... buy it!

ANGELA'S FAVE

We've completed so many wonderful and inspired projects this season! For my Fall Favorite, I have to choose the space I really want to hang out in sometime! Cue the not-so-subtle hint to our clients! This reimagined space went from an underutilized space off the living room to it's own space with it's own identity as an upscale sitting room. We combined upholstered, swivel chairs with a low cocktail table, making it the perfect place to entertain, converse, and enjoy company. The client's existing built-ins became the true architectural feature of the room with a fresh coat of paint, Sherwin Williams' Pewter Green. We neutralized the accessories in the space, so that this amazing pop of color could take center stage!



HAYLEY'S FAVE

My favorite this Fall was this super cute geometric bathtub staging! My new house came with a clawfoot tub and no bath-side storage, so I love what Trisha and Angela did here. The wooden bath tray was the perfect way to add a little warmth to the room and add a place to set out a washcloth and some candles (and a cute succulent). The plant and wooden tray on the counter tie everything together and fulfill all my natural-decor dreams! I will definitely take this play from the LoveLee Homes book.

TRISHA'S FAVE

Who doesn't love a pop of color? I'd have to say, the room that was my favorite this season was a bright living room in a quaint neighborhood that, for all intents and purposes, was on the struggle bus. I embraced the positives, (quieted the negatives) and shot for the moon! Fortunately, I landed on a rainbow—and couldn't have been more pleased!



—UPDATES—

Twenty-twenty is coming to a close. Can you even believe it? This year was a challenge for so many reasons, but we gladly accepted each of them! The “Design to Live” side of our business grew tremendously as people spent more time inside of their homes. We have a waiting list a mile long and are looking forward to helping each and every one of our new and old clients! Our team is growing, and our services are expanding. We can’t wait to see what 2021 has in store. Please follow us on social media to keep up with us until the next issue of First Impressions!

Welcome to the team, Kelly!



Hello! My name is Kelly Niernberger and I joined LoveLee Homes this fall. I graduated from Friends University where I met and married Gary. Married for 30 years we have lived in Kansas, California, Kansas, Texas, Kansas. Shew! What fun I’ve had raising three kids, multiple dogs and decorating 5 homes, not to mention the four apartments along the way. Double shew! First time meeting Trisha we talked for two hours about staging, life and our joint love of coffee. I am loving LoveLee Homes “Bootcamp” for Staging and looking forward to helping homeowners stage their homes to sell fast and for top dollar.

See you next time!

Kelly

THANK YOU TO OUR 2020 BUSINESS PARTNERS!

We couldn’t do what we do without the amazing folks listed below. Thank you for all that you do to help buyers’ and sellers’ dreams come true, and here’s to many more years in the real estate community!

BUILDERS:

Artistic Builders
Bill Blair Construction
Chapman Custom Homes
Eaton Roofing and Exteriors
Fahsholtz Construction
Friendly Home Buyer, Inc.
McCollom Construction

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Amelia Summerell
Janice Trammell
Derek Walden
Tiffany Wells

PHOTOGRAPHERS:

Adler Grey Real Estate Media
AEV Real Estate Photography
Alicia Short Photography
Justin Miller Photography
Keri Real Estate Photography
Nine Sparrow Lane
Tobie Andrews Photography
Vance Doeden Photography

Photo Credits

Adler Grey Real Estate Media
P. 3 (top), P. 6, P. 12 (top), P. 14 (bottom)
P. 15 (middle), Back Cover
AEV Real Estate Photography
Contents, P. 2, P. 10-11, P. 12 (bottom),
P. 15 (bottom)
The Inspired Room
P. 8
Nine Sparrow Lane
Front Cover, Foreword
Tobie Andrews Photography
P. 14 (top two)
Tonya Stephenson
P. 3 (bottom)
Vance Doeden Photography
P. 13 (top and bottom)

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