



## Create A Cozy Home

by Jill Vegas  
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Now that the days are getting shorter, you may want to take a look at the lighting situation and see what you can do to improve it. Especially if your property has been sitting on the market for a long time.

One of the most critical elements to creating a warm and stylish home is lighting. In fact, if you haven't given your light fixtures much thought since the day you moved in, chances are you're missing out on an amazing mood-setting opportunity. Good light can lift your spirits; create a friendly, conversation-inducing ambience; and give the impression, even from the outdoors, of a welcoming home.

At Jill Vegas, lighting is a key focus whenever we transform a home. Lighting always helps sell a property for the maximum price in record time. Practically speaking, it can also make chopping those vegetables a little easier and illuminate the perfect spot for that game of Monopoly. And with the speedy Jill Vegas Staging approach, you can take lighting to this level in remarkably little time.

For most people, lighting problems take one of three forms:

1. Not enough light (dark, dingy spaces)
2. The wrong fixtures (prime examples are those shiny brass hardware store lights that say "fixer upper" or huge, unflattering fluorescents in the kitchen)
3. Light that just doesn't set the right mood.

If you were doing a standard, full-scale interior design project, addressing these issues would probably begin with consulting the professionals: a lighting designer to plan your rooms and an electrician for re-wiring. It would also include ordering new fixtures with weeks of lead-time and messy construction to install new wires.

When it's time to sell, my approach means doing none of that. I like to empower my clients so they can evaluate their spaces and find immediate solutions; it means shopping "off the rack" and getting creative with fixtures they already own; and it means doing most of the hands-on work themselves. An electrician might come into play, but only to cover your bases, safety wise: call him in to swap out a few ceiling fixtures or to cap off the ceiling fixtures you no longer need. This is not the time for the big hard-wiring tasks (popping holes in the wall, running wires to switches, re-plastering, and so forth); rather, this is about trading existing fixtures for new ones, and even more important, filling your rooms with versatile, moveable lamps to brighten your home and downplay the flaws that you can't fix right away.

Angie and Tom called me in to help with the lighting so they could sell their small apartment that didn't get a lot of light. They wanted to amp up the lighting in the living room, kitchen, and bedroom. We began the process of evaluating the lighting in the living room, which was dim and cold. The only lighting in the living room was a small ceiling fixture from the hardware store. The kitchen had the same ceiling fixture, as did the bedroom. One nightstand had a desk lamp that cast a direct, focused light.

Not exactly the kind of light that would set a romantic mood. It was clear that the existing fixtures were not only providing enough light, but they didn't suit the style of prewar apartment nor did they offer any versatility for different moods and occasions. Once we determined that, we were able to visualize what would work better—including classic, brushed nickel pendant lights and dimmable bedside lamps. The result was that the listing sold in less than two weeks! Now that's a situation that makes everyone happy!



Challenge 1: This new development couldn't sell this line in the building.



Solution 1: We added a floor lamp next to the bed to make the room feel bigger and brighter. The mirrored armoire provides extra light in a dark corner. The result is that 17 units sold in a few weeks.



Challenge 2: The fireplace was dark and empty.



Solution 2: We added birch logs to lighten things up. The mirrors on each side of the fireplace catch natural light and open up the room. The reflective metal antlers provide a fun, cheery glow.

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