



Irresistible Living Room Guide

7 Mistakes That Drive Buyers Away (and How to Avoid Them)

by *Elle Home Staging Inc.*

Introduction

The living room is the most viewed space in MLS photos and the one where buyers spend the most time during a visit.

It's where they imagine family moments, entertaining guests, and relaxing.

A poorly designed living room can cost your sellers tens of thousands of dollars.

👉 In this guide, discover the 7 most common mistakes—and our expert solutions to turn the living room into a true buyer magnet.



1. Oversized Sofa

❌ Mistake: Choosing an XXL sofa that overwhelms the room.

➡ Consequence: The space feels cramped and cluttered, making movement difficult.

💰 Impact: In a \$1M home, this can cost up to \$20,000, as buyers associate reduced space with reduced value.

✅ EHS Solution:

- Follow the 2/3 rule: the sofa should not exceed two-thirds of the wall's width.
- Choose well-proportioned furniture + structured cushions.



2. Undersized Rug

❌ Mistake: A rug that “floats” under the coffee table or sofa.

➡ Consequence: The room feels tight and poorly proportioned.

✅ EHS Solution:

- In a living room, the rug should at least cover the front legs of the main furniture pieces.
- Aim for a size that defines the living area (minimum 8x10 ft in most cases).



3. TV as the Focal Point

❌ Mistake: Designing the room around the television.

➡ Consequence: The space loses its “wow” factor and doesn’t evoke warmth or connection.

✅ EHS Solution:

- Make the fireplace, artwork, or a window the focal point.
- The TV should be present but discreet.



4. Furniture Pushed Against Walls

❌ Mistake: Placing everything against the walls to “make the room look bigger.”

➡ Consequence: The space feels cold, impersonal, and less functional.

✅ EHS Solution:

- Pull furniture slightly forward to create cozy zones.
- Use rugs and coffee tables to define sub-areas.



5. Poor Lighting

❌ Mistake: Relying on a single ceiling light or mismatched lighting sources.

➡ Consequence: A messy ambiance and dull photos.

✅ EHS Solution:

- Use the triple-source method: ceiling light + table lamps + floor lamps.
- Harmonize color temperature (between 2700K and 3000K for a warm glow).



6. Too Many Small Decorations

❌ Mistake: Overloading with candles, trinkets, and tiny frames.

➡ Consequence: The eye gets distracted, and the room loses impact.

✅ EHS Solution:

- Follow the 2-3 strong elements per surface rule.
- Favor sculptural pieces (large vases, artwork, plants).



7. Poorly Hung Curtains

❌ Mistake: Curtains that are too short or hung too low.

➡ Consequence: The room looks smaller and ceilings lower.

✅ EHS Solution:

- Install rods 4-6 inches below the ceiling.
- Choose curtains that just touch the floor.
- Use neutral, flowing fabrics to visually elongate the space.





A Must-Do Calculation

A poorly designed living room can reduce a property's sale price by 2-5%.

➡ On a \$1M home, that's \$20,000 to \$50,000 lost.

With professional home staging, the average investment in a living room (furniture, decor, styling) is around \$3,000 to \$5,000.

👉 Result: A return on investment 5 to 10 times higher.







Conclusion

At Elle Home Staging, every living room is designed to captivate at first glance.

We transform ordinary spaces into MLS showstoppers—making the difference between a listing that lingers and one that sells at top dollar.

Contact our team today to plan your next home staging project.

 514 963-3687

 info@ellehomesatging.ca

 www.ellehomestaging.ca

Because a well-designed living room means a successful sale.

