



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.

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

