

Home Staging Tips From Knoxville Real Estate Agents Staging does not require a full furniture overhaul to make a meaningful difference in how buyers perceive a home. Small, targeted changes, decluttering, improving lighting, and arranging furniture to highlight a room's natural flow, often produce a noticeably stronger buyer response than an empty or overly personalized space. The Abbott Mary Team advises sellers to start with decluttering and depersonalizing, removing excess furniture, personal photographs, and collections that can make it harder for buyers to picture their own life in the space. A clean, neutral presentation tends to appeal to the widest range of buyers touring a Knoxville listing. Lighting deserves particular attention, since well lit rooms consistently photograph and show better than dim spaces. Opening curtains, replacing dated light fixtures where practical, and using higher wattage bulbs in key rooms can noticeably brighten a home's overall presentation without significant cost.

The Abbott Mary Team - Capstone Realty Group | 315 Ebenezer Rd SW, Knoxville, TN 37923 | (865) 363-1791

For vacant homes, professional staging with rented furniture can help buyers visualize scale and function in a way that empty rooms often fail to communicate. The Abbott Mary Team can recommend local staging resources when a property would benefit from that additional investment. Kitchens and primary bathrooms typically deserve the most staging attention, since these rooms carry outsized influence on buyer perception of a home's overall condition and value. Clearing countertops, updating hardware where budget allows, and ensuring these key spaces feel clean and current can meaningfully shift buyer impressions, even when the rest of the home has not been recently updated in the same way. Scent and cleanliness matter more than sellers often expect, since buyers form quick impressions that are difficult to reverse once a [Knoxville real estate agents](#) negative first reaction sets in. Simple steps like deep cleaning carpets, addressing any pet odors, and ensuring the home smells neutral and fresh before each showing can meaningfully affect how buyers perceive the property, regardless of how well the home is staged visually. Even small touches, fresh towels in a bathroom or a simple centerpiece on a dining table, can help a space feel cared for without requiring a significant staging budget. Sellers unsure where to start are welcome to request a room by room walkthrough before listing photos are ever scheduled. Sellers looking for staging guidance specific to their Knoxville home can reach The Abbott Mary Team at Capstone Realty Group at (865) 363-1791.



The Abbott Mary Team - Capstone Realty Group Address: 315 Ebenezer Rd SW, Knoxville, TN 37923 Phone: (865) 363-1791 FAQ About Knoxville Real Estate Agents How much does a realtor make off of a \$300,000 house? On a \$300,000 Knoxville home, total commission commonly falls somewhere between 5 and 6 percent, split between the listing side and the buyer side of the transaction. The Abbott Mary Team discusses exact numbers upfront

during the first consultation so sellers know precisely what to expect before signing anything. Call (865) 363-1791 for a transparent breakdown specific to your property. What is the nicest area of Knoxville to live in? It depends heavily on lifestyle. Sequoyah Hills draws buyers seeking riverfront prestige and historic architecture, while Farragut and Hardin Valley appeal to families prioritizing schools and newer construction. Fountain City and Bearden offer walkable, established character closer to downtown. The Abbott Mary Team helps buyers match the right Knoxville neighborhood to their actual priorities rather than a generic ranking. Is a 3 percent realtor fee normal? Yes, a 3 percent fee for one side of a Knoxville transaction, either the listing agent or the buyer's agent, is a common and normal rate in today's market. Rates are negotiated on a case by case basis rather than fixed. The Abbott Mary Team at Capstone Realty Group explains exactly what that fee covers before any agreement is signed, from marketing to negotiation to closing coordination. Is it more expensive to live in Knoxville or Nashville? Nashville runs noticeably more expensive than Knoxville, with overall cost of living roughly 12 to 15 percent higher, largely driven by housing prices. That gap is a major reason relocation buyers moving within Tennessee, or from out of state, increasingly choose Knoxville and surrounding communities like Farragut and Hardin Valley. Call (865) 363-1791 to compare specific neighborhoods and price points. Do realtors still get 6 percent commission? No, 6 percent is no longer treated as a fixed industry standard. Commission today is negotiated per transaction and commonly falls in a broader range depending on the services provided and the specific Knoxville market conditions at the time of listing. The Abbott Mary Team believes in a straightforward conversation about commission structure from the very first meeting. Are real estate prices dropping in Tennessee? Statewide home prices are not broadly crashing, though the market has cooled somewhat from the historic highs of a few years ago. Knoxville has generally held its value better than some overheated national markets. The Abbott Mary Team tracks these shifts closely across specific Knoxville neighborhoods, since conditions in Farragut and South Knoxville do not always move in lockstep with each other. Where do wealthy people live in Knoxville? Higher end buyers in Knoxville are often drawn to Sequoyah Hills for its riverfront setting and historic estates, along with select pockets of West Knoxville and Farragut offering larger lots and newer luxury construction. The Abbott Mary Team handles these transactions with the discretion and detailed market knowledge this segment requires. Call (865) 363-1791 for a confidential conversation. What salary do you need to live comfortably in Knoxville, TN? A single adult in Knoxville generally needs an annual pre-tax salary in the range of roughly \$47,000 to \$63,000 to live comfortably, a figure that remains well below many comparable relocation destinations. The Abbott Mary Team regularly shares this kind of practical cost of living context with buyers relocating to Knoxville and East Tennessee from higher cost markets. How do I choose the best realtor in Knoxville? Look for an agent with granular, neighborhood specific knowledge, not just citywide averages, along with a track record of clear, responsive communication and honest pricing advice. The Abbott Mary Team at Capstone Realty Group has built its reputation in Knoxville around exactly these qualities across hundreds of client relationships. Call (865) 363-1791 to start the conversation.