



Introduction and Toast

0:00 [Music Intro]

0:14 Welcome to another edition of the Feral and Fabulous podcast. I am super excited

0:19 to introduce our guests for today. And before we get started, I'm going to do a

0:25 toast with these lovely ladies who I have as our guests for today. If everybody wants to get and of course we

0:31 include the producers in this. So everybody hold their glass up. I'm going to toast to and again I'm going to

0:37 mention the producers first. We've got Matt Stigliano at the at the mic and the helm. Katie Rodriguez also assisting

0:44 with this production and then the one and only Sheri Best and Mellisa Extrum. And they are with Lux Staging Co.

0:51 So cheers everybody. Cheers.

1:02 All right, I will do a little plug for Grand Patron

1:08 by um my my favorite tequila in the world. Um literally, it is my favorite tequila in

1:13 the world. It's like so smooth. It's like, you know, butter. So now we can have some coffee and talk. So

Journey to Lux Staging Co.

1:21 tell me you guys, what's going on at Lux Staging Co.? And um how did you even get to the point you decided you wanted to do a

1:28 staging company? I mean what led you to that? I can start. I worked for HEB for 31

1:33 years and I was in product development and got to travel the world with a fabulous company developing product and

1:40 I decided to retire this last March and my in-laws uh were moving out of their

1:45 home at Cordillera Ranch and so uh they had lived there for 26 years. So we went in

1:50 and we redid their home uh and bought some furniture to stage it. Um, and from

1:56 there my husband said there there's a gap in the San Antonio market and it's a gap where the personalization and

2:02 staging had really uh been missing or has gone by the wayside. And so he had a

2:08 house that he wanted to stage and so we moved. We did a second house and I called Mellisa and said, "Hey, do we

2:14 think we want to do something like this?" We've been talking about things for a lot of years and product and um

2:20 color trend, all of the things is something I just love and miss. And so that's how we got started. Ah that's cool. And and I have to mention

2:27 also obviously her husband is Kevin Best who I have known both actually I've known Kevin and Sheri for I don't even

2:34 know how many years. A long long time. But Kevin is an amazing real estate agent in this business. And uh we go

2:40 back a long way. So it's super cool to reconnect. And so and this is your partner in crime. Yes. Uh so so how did

2:46 that how did that kind of connect with you? Yeah. She was like I've got this house and I kind of need some help. Are you

2:52 interested? And I was like, "Yeah, sure. I'll come do this one." I was headed out of town on vacation the next day. Um,

2:57 of course, that's always when these calls come in, of course. But it was really fun. We had like a lot of fun doing it. I was like,

3:02 "This is kind of great." So, while I was on vacation, she reached out again and was like, "What do you think? We've got

3:08 another house to do when you get back if you're interested." And said, "Yeah, I'm in." Cool. I'm I'm totally interested.

3:14 Cool. Cool. Cool. And how did you guys how did you guys connect? Like, how do you know each other? Yeah. So, Sher and I um I lived in San

3:21 Antonio previously. She obviously is from this area. Um, we moved here back in 2013 and our kids were friends and so

3:27 we got to know each other through them. Um, and mutual friends and um,

3:33 yeah, that was kind of that we moved away. We kept in touch obviously our kids kept in touch. We moved away for a

3:38 few years. Um, and all the while, you know, we were both decorating new houses, buying new property, and always

3:45 bouncing stuff off of each other. Like, what do you think? We have very similar design style and design taste. So you

3:51 guys have already kind of been vibing with that stuff anyway for a lot of years. Yeah. So this was

3:56 just kind of a way to put all those pieces together. No, that's super super super cool. The best part of that story, Hold on.

4:02 She sent her kids down to visit and her two older kids and we went to the rodeo, we went to the ranch, we did all the

4:08 things a great time absolutely loved and so the kids went back to Virginia and said, "We have to move back to Texas."

4:15 So that is the best part. That is truly how we ended up back here. That is so crazy. I love that story. I

4:21 mean, just I mean, it just shows you how how much you connect on so many levels for you to basically leave another state

4:27 and come back here, you know, with your whole family. Yes. And I will say, fun fact, we just

4:32 realized yesterday, we had no idea because we've been actually been working together for a little bit, that her

4:37 daughter and my granddaughter, who I've talked about before, Vivienne, they are good friends. And I had no idea until we

4:45 were put any of the pieces together until put the pieces together until yesterday. I was like, "Oh my gosh." So, what a cool

4:52 small world. Yes. But like I always say, it's a small world, but I hate to paint it. It is.

4:57 It is. But definitely, I mean, just a cool way you guys came together. So, tell me, um,

Trends in Staging and Design

5:04 what's going on in the whole kind of staging design world right now? Like, what's what's really hot? What are you

5:11 seeing a lot of? What's going? Um, all that kind of stuff. I'm so I'm so fascinated by all of it.

5:17 Um, I think some of the new colors are what makes it really fun for staging and for us to be able to incorporate those.

5:23 Um, we're seeing a lot of like jewel tones and just some really rich colors coming out which obviously make a

5:30 neutral palette pop um and are beautiful to incorporate. Um, so you're seeing a lot of that like

5:36 dark deep like reds and browns. There's some like tealish colors coming out. Um,

5:42 yeah. Interesting. Interesting. When you look at when you look at trend just around um

5:48 Texas specifically San Antonio, we usually start tracking trend overseas at Ambiente with in Germany.

5:55 Oh, really? And as fascinating. I didn't know that. So that it's the largest trend show, largest home show. So it has all the

6:01 different um aspects of home and trend usually travels from

6:06 California or to New York, then California, and then Texas. So we're usually a few years behind others. Now,

6:13 with social media, that has sped up a whole lot. And so, um, with the speed of social media, we're having to be a

6:19 little bit quicker with it. But some trends that you see don't ever make it down to San Antonio because they don't

6:25 resonate with our, uh, specific clients here. So, you just have to know the client, know what they're after. Um, if

6:30 they're trend forward, you uh, show them some of the newer trend boards or things that are coming if they want to be ahead of it.

6:36 Yeah. And then others are are still, you know, a few years behind or even back in a long time ago that we're able to tie

6:42 into. So that again that personalization and knowing your client and and what's happening is really critical.

6:48 Yeah. No, it really is. And it's so funny because I had no idea that some trends actually never made it here.

6:54 I thought we were always like behind. I thought we were lagging, but I didn't realize that we just sometimes we don't

6:59 get stuff. Well, and it's only because the customer doesn't resonate with it. So there are times that we can sell things in I'm

7:06 sorry, previous life, we could sell things in a Dallas or a Houston that we couldn't sell in a San Antonio market.

7:11 Got it. So, in the staging world, it's the same thing. When you walk into people's homes, if you go to Austin, you

7:17 see a lot more fashion forward homes. Um, in some areas, and in San Antonio,

7:22 you do have those areas, those pockets that have that high fashion forward, but you have to be in tune to what those

7:27 trends are and what that client is really looking for. Yeah, that's a really good point. That's a really good point. What is I don't

7:34 think I even know this. What is the color of the year? Do you do you know off the top of your head? Panone has not released their color of

7:40 the year yet. So, we're still waiting on 2026. Um 2025 is the mocha

7:47 mocha color. Okay. I didn't know that. And the way the color of the year works is each um each different company has

7:54 their color of the year, but they all complement each other. So, the mocha that she's speaking of, if if you go to

8:00 a um Benjamin Moore compared to a Sherwin Williams, you're it's the same

8:06 dark mocha type color, but it might be called a something a little different or it's a different undertone. So, the

8:12 mochas are the undertones this year. In the years past, black has really been um a big thing, but over the past three

8:19 years, black is turning into more brown undertones and people are going a little more natural. Okay? And the home is natural, right? You set

8:26 your basics as natural and then you add your trend with a pop of color or whatever that customer is looking for.

8:32 Okay, cool. I think right now Sherwin Williams has said their color is like a khaki color which seems pretty basic for a color of

8:39 the year. They obviously have released like entire, you know, spreads of all palettes of all of them,

8:45 but and they have more of like the jewel tones in there and then they'll take like a a dolled version of that and kind

8:51 of incorporate that too. So, okay, cool. Has released But yeah, they've released palettes, but

8:57 they haven't released an official color yet. So, yeah. So, the susp

9:05 Mystic Majestic Teal is what they're saying for next year. Really? That's what I was going to ask.

9:11 I think it's going to go to a teal. So, the colors that you're seeing right now are super rich greens and um the

9:17 dark browns and those and now they're starting to add in a little more pop of color. You're seeing a lot of caramel this fall

9:23 and just really natural deep deep colors. Okay, cool. Cool. Which is beautiful for design.

9:29 Yeah. No, absolutely. Absolutely. What would you say in general in San

9:35 Antonio and obviously the surrounding areas, whether it be um New Bronals, Bernie, you know, any of those little

9:40 satellite cities that are just outside. What would you say is the most popular color or not color, maybe style of a

9:48 home? I'd say transitional um between transitional is really it. So

9:54 traditional uh you see in a lot of your older homes and older customers, but transitional is more of what we're

10:00 doing. And that's simply a home that's pretty straight lines. Um very basic,

10:06 clean look, clean look and feel, and then you add in just a little few modern pops to it that are easy to change.

10:12 Yeah. Add to that. A lot of white. Definitely a lot of white in those

10:17 homes, white walls, white furniture with obviously the pops of color. Do you think San Antonio will ever

10:24 embrace a more contemporary style? I think there's pockets of San Antonio that will. I absolutely do. And even you

10:30 look at the new Pecan Springs out in Boerne. Um you're seeing areas out there that are super modern homes and really I

10:37 think they're bringing some of that. Um you're seeing them in pockets for sure. Really? Okay. Like what what are some of

10:42 the neighborhoods that you see more contemporary homes in? Alamo Heights is a little uh some pockets of Alamo

10:47 Heights are fashion forward. Really, when you have an older home that people are tearing down and redoing, they they

10:53 try to go when you're building a home, you want to be a little ahead of trend, so that way when you sell it, you're not

10:58 so far behind trend. Yeah. Um so when you're when somebody's completely redoing a home or building a new home, they're trying to be a little

11:04 more fashion forward. Okay. Shavano Park. Yes.

11:10 Yep. We're seeing a lot in Cordillera. A lot. Several in Dominion have come up. Yeah, I have I have noticed that about

11:16 Dominion for sure. I feel like I would see more contemporary stuff in Dominion than I would other places, but just in

11:24 general, um I I would agree just from what I've seen that transitional tends to be probably the most popular, which

11:30 I'm super happy that we got to the traditional. I mean, they got away from the uber traditional like typical Hill

11:37 Country home and we're moving a little bit more transitional so that it's not just so u old school, you know. So, I've

11:45 I've enjoyed that aspect of it. You have to be careful though that the outside of the home doesn't look completely

11:52 traditional uh built 30, 40 years ago, old rock all and the flooring is Saltillo

11:58 tile, things of that nature, and then go in with a super modern look or even a transitional look that that's a little

12:04 dangerous because it doesn't match. Yeah, that's a great point. What do you tell people when they see these things

12:11 on HGTV or they're looking at the magazines and they're like, "Oh my gosh, I want I want to have this in my house."

12:17 But what they want, they've given you pictures of a New York loft, which is a really cool maybe industrial kind of

12:24 look, but yet the outside of their home is a Cape Cod,

12:30 right? Is brick. Maybe they bought it years ago. Maybe it's in Inwood or something like that. Um, what what do you tell

12:37 them if they're wanting something on the inside uh that doesn't match when the

12:43 carpet doesn't match the drapes? What do you tell them? I think there's a big difference between design and staging. Um, I think in terms

12:50 of design, if that's their home and they're the ones living in it, it needs to be what they love and what they

12:55 enjoy, right? So, in that in that sense, we're going to encourage them to find something that's their their style,

13:01 right? Um, and is there things that you can advise them on the outside that will help them

13:06 to kind of merge the two? Yeah, I mean you can paint exterior, you can, you know, change a few things.

13:13 Usually the bones of the outside of the house are pretty set. Um, but again, if it's their home and they're, you know,

13:19 their forever home or I don't say that word, I don't use that word. We've used moved so many times that word is really not in my vocabulary. But

13:26 yes, um it really is it's up to them. As far as staging, we're we're really going to try to match

13:33 the style of the house because a buyer is attracted to the home. Absolutely. And usually one of the first pictures

13:38 they see are the exterior of the home. Um and it matches the neighborhood for for the most part, right?

13:44 So, in terms of staging, we're always going to encourage them to stay within their within their lines there. But even

13:50 a 30-year-old Hill Country house, you put some alabaster white paint on the outside and you can completely change

13:56 the look. Yes, that's a great point. To me, there's a lot that could be done with a can of paint, both interior, and

14:02 exterior. Right. Absolutely. No, I totally agree with you. And usually it's kind of a cost-effective

14:07 way to change things quite a bit. I'm not saying it's cheap to paint, but it is one of the less expensive changes

14:14 that you can make, right, in terms of changing things without getting into structural moving and all that kind of

14:20 stuff or new cabinets, which start getting into really, really big money? For sure. Yeah. No, no, no. Absolutely. Um,

Staging Tips and Common Mistakes

14:27 getting more into kind of the staging element of things. Um, what would you say is one of the biggest mistakes that

14:33 you guys see when people are going to get their house ready uh to stage, you know, to get it ready for the market?

14:40 Like what are some of the things you think people just maybe have a misconception of or they do that you're

14:45 like, "Oh, don't do that." You know? Uh, start. Sorry, we have a lot to say on this topic. Um

14:52 the biggest thing is clutter and just leaving too much stuff in the in on

14:57 display. Yes, you want to remove personal items. You want to remove religious items. You want to move political items.

15:03 Yes. Um you don't want that client to come and see your stuff of any kind. Anything

15:08 that is super interesting, uh take it away. You need to hide the body's well, right? And and it's because you want to

15:15 see the home. You're selling the home, not the not the furniture in the home. Now, the furniture is also a great distraction sometimes if there is a step

15:23 or there's not a division properly, things that the the client might not realize so they can envision what it

15:28 would look like when their when their furniture is in there. True. So, it it has to be there to help see it

15:34 come to life. Yeah. But you can't overdo it. And when we do consulting um for

15:40 clients to just it's decluttering and usually when we go back for the for the second time, we're still pulling a

15:46 little bit more off just so it's not so uh busy for the clients coming in. Less is more.

15:52 I love that. I say that all the time just because it's such a true statement. I just in general,

15:58 you know, and we found too like there are, you know, some people that are just completely in love with a certain piece

16:04 or a certain something in their home and then you're like, well, not everybody is going to be is going to have the same

16:09 feelings about that, right? Or they want to show off a certain thing and you're like, well, that doesn't really appeal

16:15 to the average buyer. Yeah. And that's the hard the hardest part is un or

16:21 explaining to clients that are selling their home that they need to change

16:26 something that they love. I mean, I think deer heads is probably the number one thing that we see where

16:31 people have like all of this. They love their deer heads. Yes. Which is great. And how about the Bakarat crystal um

16:38 collections? I've seen a lot of those over the years where they have the beautiful expensive high-end cases and

16:44 they have all the bakarat bakarat, however you say it. You can tell I obviously collect a lot of it. Um, but

16:51 where what what do you tell them to do with that? Yeah, we tell them, you know, you're

16:56 packing up anyway, let's if we can. Obviously, there's sometimes they're not ready to move and they anticipate the

17:02 house being on the market for a long time and they don't want to put their taxidermy in a box or however they're going to ship it or they don't know

17:08 where they're taking it. So there are some times where we can't do anything about it and we just have to kind of

17:13 work with it and and it does it works out fine. It's just not ideal. So and the biggest question to the agent

17:20 when we first start this work is who who are you going to who is your potential buyer? Because when we understand is it

17:26 a millennial? Is it a family? Is it an older couple? Then we want to look at that home and say okay how we need to

17:33 make sure we're appealing to that buyer buyer who you're trying to attract to purchase this home. Yeah. and what they're thinking from a trend

17:39 perspective. Yeah. No, no, no. Absolutely. And that goes as far as like what we stage in each room. You know, does it

17:44 does it work better as an office? Are you are you trying to attract a business professional that needs a work at home

17:50 office or do we would it be better as a living room or a nursery or

17:57 Right. Yeah. Yeah. So, you also basically go room by room and and look at the purpose

18:02 what the what should the purpose be of this room to make it the most sellable. Right. And that goes back to our

18:07 personalization, right? We're trying to bring that back and have that communication with the agents. They're the ones that have to sell the house.

18:13 So, what do they want to see? We want to meet their needs, right? Um, and really make their job easier in

18:18 the long run. And what are the concerns or what are the concerns from the client and the agent? So, um, I have an example of a

18:24 house that we did in Dominion that there was a room that had been used as an office, but there were only two other

18:30 bedrooms in the home, and they needed to sell the home as a three-bedroom home. Well, this room was very hard to

18:36 envision being a bedroom uh because it had office furniture in it. So, we turned it into a real bedroom, so it's

18:42 visible. And the agent and the owner were like, "Wow, this is" They wouldn't have envisioned it that way. So, a lot

18:47 of clients would have had a hard time seeing that. So, it comes down to what's the purpose? How are you listing this?

18:53 Is this a bonus room or is this truly a bedroom? And can that client envision that that's going to be a bedroom? Just

18:59 one example I'm right. And it's probably super helpful, I would think, to be able to understand

19:04 kind of like what is their goal in the sale, like what's the price point? And then you guys are experienced enough to

19:11 know, okay, what at this price point should should this space be used for? What would be the most common way that a

19:18 buyer coming along would want to see this space? And again, you're not going to hit 100% of the time, but you're

19:23 going to statistically know what the odds are of a buyer wanting that room to be used a certain way, which is probably

19:30 different potentially than how the current seller was using it. At least that's been my experience over the years

19:35 that I feel a lot of times the amount of space in the home is really great, but maybe the way the current owner is

19:42 utilizing it, although good for them, is not necessarily what's on trend and who what I think the new buyer is going

19:49 to want to see, you know, when they buy it. Exactly. Which kind of leads me to my next thing that I wanted to ask you guys about,

19:55 which is why is it so important to stage right now? Like why? Because I feel like staging is so critical these days. Why

Importance of Staging in Today's Market

20:02 is that? So, I'll just start with the market is soft. Um, high interest rates, it is uh it's really hard to sell houses

20:08 today. Y and so as the customer, as the client is going from home to home and they're looking at homes, they look

20:14 online and you can see virtual staging and it looks great, but I continuously hear agents say, "I've got it virtually

20:20 staged online, so I'm getting a ton of showings and the client walks into the home and it doesn't look like it did

20:26 online." And it's because they can't envision it when they walk in that home. So, it's a waste of the client's time.

20:32 It's a waste of the of the agent's time and a waste of the owner's time a lot of times if those if those homes aren't staged. So, now more than ever when a

20:39 market is like it is today, uh allowing that customer or that client to be able to walk in that front door and envision

20:45 themselves in that home uh just just helps your days on market. Yeah, that's a great point. especially

20:51 now, like you said. Um, what kind of examples can you guys give me of

20:56 stagings that you've done recently where you felt like it really made such a huge difference? Like the agent got back to

21:02 you and said, "Oh my gosh, it made all the difference in the world by doing whatever it was that you did." I'm

21:09 curious to hear some examples of that. Um, we had a home that had previously

Transforming a Rental Property

21:14 been a rental and they were intending to sell the rental. So, it had had a like

21:19 variation of furniture in there. It was never theirs. They never kind of a hodge podge. Exactly. Um, and it was kind of hard to

21:26 see the vision. It was a, you know, the agent had expressed to us that this was a really difficult home to sell and we

21:32 said, "Well, let us take a look at it and see, you know, what can we do?" And so, we kind of went in there and it it took a minute to kind of like get our

21:39 bearings and be like come up with a vision for the home. Um, we went very mid-century modern, which is not usually

21:45 our vibe, but it was, you know, it's mine. And it was really fun. Um, and it turned

21:52 out beautifully. I mean, the agent came back and couldn't thank us enough and was like, you really, you know, knocked this out of the park

21:58 for me. And I really just I couldn't see it until I now can envision exactly

22:03 somebody living here and it all kind of coming together. I joke that whoever wants to buy that home is going to want

22:08 all of our stuff because it just looks great. Cool. Which which actually brings me to my next question, which is what

What Sets Us Apart in Home Staging

22:16 kind of separates you guys um to the other staging companies? And then if somebody falls in love with the house

22:22 that you guys have staged, are you willing to sell that furniture because you know that's I'm sure that that's

22:28 happened and that's going to happen in the future. So go ahead. So what sets us apart? I'm going to say

22:34 personalization again. So we are continuously talking to the agent and the homeowner. uh just making sure we

22:40 understand again who the client is, who they're trying to uh sell to or attract to. So the mid-century home that she's

22:46 speaking of, we didn't have all the pieces, but we had other pieces in storage. And so we didn't just use the

22:53 pieces that we had, we went and purchased the right items for that space. Uh just to make sure that it really hit

22:59 that customer. So I I feel like we're really listening. Uh we're spending the time. We're working on just building

23:05 relationships and doing what we say we're going to do. uh and just make sure that the clients are happy through and

23:11 through the process. And if they don't like something we've done, we're happy to redo it or we'd happy to have a

23:17 conversation on the why. But really, we have those conversations up front and say, "Here's what we're thinking. Here's

23:23 the vision and there and we usually take those that information from there and make sure that that works." Oh, I love that. I love all the hearing

Personalization in Staging

23:30 the personalization because I feel like in this day and age, it's everything is so impersonal. It's like you call a

23:35 company and they have a robot answering and then they put you on hold and then they say our our menu has changed so

23:41 please listen to the following options, you know, and I just feel like everything has gotten so impersonalized

23:46 that it is so nice when you add that personal touch with a client so that they feel like they're being seen and

23:52 heard, which is also one of the things I wanted to ask you. I know this is kind of a tricky thing in staging. Do you allow

Working with Homeowners and Agents

23:59 the homeowner to be there when you are staging? We do. Okay, awesome. We don't mind them being there. We don't

24:04 mind the feedback. Now, we do we do tell them that um this item may be here now and in 3 hours it may be somewhere else

24:11 in the home. Understand? Because it's not going to be finished until the entire home is done. And we might move it two or three times to make

24:17 sure that it really fits in with everything else. And some people probably aren't even living in the home anymore anyway when

24:22 you're staging. So, but it sounds like you guys are totally good with helping somebody that's currently living in the

24:28 home or if the home has been vacated and it's absolutely empty. So either way you're you're good with that.

24:34 And we're new in the space. We are brand new in the space. And our first uh the first thing we did is started meeting with like yourself meeting with agents

24:40 and asking what what do you need from homestaging? What do you need from for design and educating us and just asking

24:47 the questions. So we have to gain the trust of agents. Uh and we have agents that want to pop in on our staging all

24:53 the time. And they're I we expect that as long as we're growing and we're getting to meet new people and they come

25:00 in, we walk the house, we ask, "How do you think things are?" So you would you like something changed? How are you feeling? Cool. Uh just to make sure that

25:06 they're on the same page with us. Yeah. Working off of feedback from the clients and everything. And if you don't get that, they want

25:11 they may say yes, I love it. And then never hire you again. So I would rather somebody say, "I don't love what y'all did here or whatever." And let it give

25:18 us the opportunity to fix it. Yeah. No, I love that. And we are building a team. I mean ideally you know we do want to continue

25:25 to grow but I think we both agree that at the end of the day like the

25:30 personalization needs to stay there and we are both very focused on maintaining those relationships. So, while we may

25:36 have other people, you know, making a bed or fluffing pillows or folding

25:41 towels, you know, Sher and I are done under your direction. For sure. And the training is happening

25:46 and we're making sure that it meets our expectations where we don't show up and be like, "Oh, I would never have, you

25:51 know, signed off on that." Exactly. So, what are your long time long-term

Long-Term Goals and Growth

25:57 goals? What What are you thinking long term? You go ahead. You go ahead. Yeah, you go

26:02 ahead. You go ahead. So I think our goal is flip a coin. Yeah. As as we're learning from agents just what they what

26:09 they are liking and how it how it's looking. We don't want to get so big that we lose that personalization aspect

26:14 and that we can't we want to ensure that any employee that we hire uh is able to give that same exact service. Uh we are

26:21 building a warehouse um out Blinko Road. So exciting. We will have a warehouse that we're able

26:27 to store all of our furniture. So, we are expecting growth and we're seeing growth from all over the city and we've

26:33 hired our second employee um just to help us and they just work with us side

26:38 by side. Uh and that's really nice. And we'll have somebody then start helping us in the warehouse. We want to put in

26:43 like a tagging system so we know where all of the product is. put in some inventory systems u with cost and retail

26:49 so we kind of can understand if if the client wants to purchase an item, what is our cost, how long have we had it,

26:55 where do we purchase it from, what do we pay for it, all all those types of things so we can make an educated decision on selling that product. Or is

27:02 it unique? Is it something we can't get again? Yeah. And that may be if you get something that you can't ever get again, it might

27:07 be a piece that we're not quite ready to part with. Yes. But most of the time, you want to keep turning inventory. You want to keep

27:13 getting fresh, new um furniture. I love that accessories, all of it, because you you

27:18 see things change so often. If you walk into I'll just use a Pottery Barn, a CB2, a crate, every time you're in that

27:25 store, things are usually moved around and they do that because it keeps the interest in the customer and it keeps

27:30 them coming back and they're seeing something fresh and new every time they're in the store. So, we have to do the same thing with

27:36 our goods. We don't just want to use product that's um not currently in date.

27:41 And I've got to give you guys a personal plug just because I've seen what you have done um for many of the my personal

27:47 listings that I am, you know, actively working on. But not only that, I feel like you guys were so kind and um

27:54 generous with your time to take me up to Austin and look at Forehands in person.

28:00 I mean, this I think I told you Forehands has always been this mysterious kind of like entity that

28:06 existed out there, but I've never actually been to Forands. I just have heard of it and I bought many things

28:11 over the years before forehands but didn't really know what that experience was like and I'll give you a per a

28:17 perfect example of that is one of the things he said oh I think you'd love these these chairs and you showed me a

28:22 picture of it and I'm like uh no I really don't love those chairs in fact I'm kind of terrified of those chairs

28:28 but I was but I I like the vibe I wanted to like it but yet

28:33 you liked the color I I did that's that's true in a Sure,

28:39 I did like the color, but I I just like, you know, but yet when I saw it in

28:45 person, I was obsessed. And now it's like my favorite thing. And so I went from

28:50 thinking, eh, like I liked it, but to, oh my gosh, it's fabulous. But

28:57 again, it's kind of what you're talking about. It's that personalization that you guys offer that you're listening to

29:03 what someone is saying and you're like, okay, I got you. You don't think you like it? I I understand and appreciate that maybe it was just not your style or

29:10 whatever. Yeah. But yet when I'm so glad it is. Yes. But you didn't know. Who knew?

29:16 But again, to me, it was listening and then presenting options that it's like, oh, okay. It is actually fabulous.

29:24 I think it's also educating educating agents on what the process is and what it really takes.

29:29 Yes. And building that trust. Exactly. And because I bet I could pick out another chair for you and you wouldn't question me quite as much.

29:35 No. Right. No. No. You know what? You're 100% right. You are 100% right. Without a

29:41 doubt. Now, I feel like absolutely. If I said, "Hey, I need you to go stage this property and this is kind of the vibe

29:47 I'm going for." I feel like now you'd be like, "Okay, I got that. I know what she's thinking." So, I do I do

29:54 understand that. And I think that's such an important piece of what you guys do, which is super cool.

29:59 Yeah. Absolutely. Love it. Well, now is we're going to get to the really fun part of the podcast,

Feral and Fabulous Segment

30:04 which is if you guys will grab I You'll have to carefully grab them. Um, let me know if you need another shot of tequila

30:10 because definitely we've always got a plentiful supply. And I'm going to give

30:16 you guys uh just a topic, a word, and then one of the things I love about one

30:22 of the reasons we actually named the the podcast Feral and Fabulous is because the thing about feral and fabulous is

30:29 they can have different meanings with within different contexts, you know? And so obviously feral can be like feral

30:36 like they're wild, weird, and not a good way, but then you can also have somebody that is feral, Matthew McConaughey, in a

30:43 good way. You know what I mean? So, um I just feel like that that's the kind of fun thing about it. And fabulous can be

30:50 obviously fabulous, but it can also be like fabulous, not so fabulous, right? So, anyway, so I

30:57 will leave it to you as to which way you want to interpret this. And obviously, it'll be interesting to see what each of

31:03 you think on on these same topics. You've got mail.

31:12 You know what? I could have guessed that. I couldn't have guessed that. Okay. So, tell me, why did you You said

31:19 fabulous. You obviously love the movie. I do. I think it's a classic. Okay. Cool. Cool. Cool. Cool.

31:25 I knew you were talking about the movie, but I just had to go to my inbox.

31:31 Okay. I appreciate that because again, it's all interpretation of what was said. So, you can interpret

31:37 it as the movie or you can interpret it as if you're looking at your inbox and it's full of mail all the time, it's a

31:43 little feral. And I'm not a movie watcher, but I have seen that movie. Okay, good. I think most people I

31:49 think most people have. Not 100%, but definitely I've heard most. Okay, this I'm going to be interested to

31:54 really interested to see what you guys say on because it kind of has a crossover into staging as well as just

32:00 everyday living. When chimes

32:09 and I'll explain. Yes, please. I'm very interested. Okay. I don't love them, but my sister passed

32:16 away a few years ago and someone gave me a windchime and I couldn't not hang it up. So, I do have that. I do have it,

32:23 but I get it. I get it. In other places, I I'm not a fan. Understand. Understand.

32:28 I love it. We have a place down in Three Rivers and it's just like a super relaxing um acreage and to have a wind

32:35 chime out there blowing in the wind while you're relaxing. It's just one of my favorites also giving to me given to

32:40 me after a death of a loved one. So, it was such a fabulous gift and just something that just continuously reminds

32:46 you. I love that. It helps you. It just helps relax and No, I totally I totally get it. Well,

32:51 this is so cool cuz we're two for two and you both and you both had different answers for each one. I love that.

32:59 No, it's it's showing it's literally showing the audience in live time why you guys are a perfect fit to be

33:05 partners in this business because you have such similar but yet unique points of view on every topic. So, um, okay,

33:14 cold pizza.

33:19 I love it. This is so crazy. And of course, by the way, the guests never

33:24 know what they're going to be. They they have no idea what they're going to get hit with on these. So there's no pre

33:29 pre-planning whatsoever on these Feral and Fabulous things. I do a day old pizza, but it's got to be

33:35 hot. You got to eat. You got to reheat. I can't eat cold pizza. I love cold pizza for breakfast with

33:40 some ketchup on it. No, I I delicious. I love cold pizza. Me, too. Love it. In

33:46 fact, I might even on any given day prefer it. Yes. So, that's so interesting.

33:52 And it's an it's a reason to be able to have pizza for breakfast. Absolutely. Exactly. You can't have it

33:57 hot for breakfast because that doesn't work. I get it. And I'm kind of the same way. It's kind of like I I I ordered extra. I

34:03 was good and not I didn't have it too much last night. Although I probably did, but I now can have it for breakfast

34:09 instead. You order an extra pizza for breakfast? Oh, I would order extra pizza always.

34:14 Let me put this to Matt and Katie. Okay. Do I have a problem with ordering extra

34:19 food on any occasion? Not at all. Not at all.

34:24 It's that interpretation, right? I So, I live alone and if I go over to

34:30 her house for anything, she sends me home, she's like, "Oh, take these 30 cupcakes." I'm like, "But I live alone.

34:37 What am I going to do?" I experienced that the way I did cookies. She tried to p off her cookies

34:42 on us. Yes, my kids love them. I'm not going to lie. If there's sugar involved, she's she's known as a very big sugar pusher.

34:49 My family has nicknamed me the sugar pusher. And apparently I have a problem with pushing sugar onto other people.

34:56 And not because I'm trying to purposely be unhealthy. I just love sugar so much

35:01 that I want other people to enjoy it and like it as much as I do. So and then I

35:07 know myself I don't have the willpower to resist it if it's in my home. So I have to spread the joy, you know, make

35:13 sure everybody has a little sugar in their life. So anyway, very very interesting. Okay.

35:19 taking a bath. Oh, I know what you're gonna say.

35:24 Oh my god, this is the most crazy thing. This is crazy. You guys have been

35:30 opposite in every single question. I don't think this has ever happened before. This is insane. So funny.

35:36 But this is funny because I I do wind down at night. Like I have no

35:42 problem putting my phone down, watching TV, relaxing, and you were like go go

35:48 go. So, the fact that you take time to take a bath is That's my She does and always has.

35:54 I love it. A glass of wine, a nice bath, I have a TV and my Oh my god, I love it.

35:59 She is my twin. Yeah. No, literally, you're my sister from another mister. I I don't know what the deal is. I literally take a bath every

36:06 night of my life and I have a TV and I literally I have watched This is embarrassing to admit, but my family

36:12 would out me on this. I watch movies in the bathtub like from start. You get a

36:17 little wrinkled and your fingers. Oh, I'm a prune. It's the best. No, I literally will watch and I might even watch three episodes of The Summer

36:24 I Turn Pretty in the bathtub in a row. I mean, more hot water to get

36:29 I continue I continuously let the hot water come in. So, it's like, you know, and and I know the trend is showers,

36:35 like showers only now, but I'm not that gal, you know. Give me a give me a good

36:40 I can have a big old shower and I don't need a shower. Exactly. Exactly. Don't because I feel like most people are like one or the

36:46 other. You know what I mean? Usually they either love a bath or they're like gh, you know, which I get. I totally

36:52 get. Okay. Windows and closets.

36:59 Oh, okay. Okay. Same. I feel the same.

37:04 Both of you guys said feral. Okay. So, tell me. It's It takes up wall space. Yes. For

37:10 totally. Totally. And most people get dressed in their closet.

37:15 Yes. And now you've got a clo now you've got a window. So you're either gonna cover it up, which what's the purpose? Right.

37:21 Exactly. I've had a few houses where we had like small transom windows at the top of the

37:26 closet and I would have preferred to put a rod there to put more clothes on. Yes.

37:31 So the window didn't do me any good. Although you couldn't see out of it, right? Definitely if you could see out of it, the answer would be no. But um

37:38 it natural light. You could argue that if you're not a huge um if you don't have too many. I get I get that, but I also feel like

37:46 having sold many houses that had uh windows and closets. Um I personally right now have a window in my closet

37:53 which is high up and it's a transom which I did put a shade on it, you know, because why would I want that open? Like

37:59 you said, I get dressed in my closet anyway. But what I've noticed is it fades the interior because if it even if

38:06 it's a transom window, the sun coming in, it will fade that particular, you

38:12 know, area. And if you've got clothing that is sitting there, I have literally seen people where you can tell they

38:18 haven't worn something in like forever because you can literally see where the sun has hit it in the same angle and

38:24 you've got a missing streak of color across several pieces of clothing that are hanging in a closet. Maybe

38:30 somebody's lived there 20 years and maybe they literally have just let the sun in every day and not done anything.

38:36 So to me, I feel like a good lighting system in a closet is great, but to

38:41 bring in the natural light, in my opinion, is not necessary. I always find that it's because of an

38:47 architectural need. It works on the outside of the house. It does not work on the inside. No, you're that's a great point. I

38:54 hadn't thought about that, but you're right. Sometimes I see from just the the exterior uh look, you probably have to

39:00 have a window to make it match or make it work for the, you know, elevation of the property. So, cool.

39:07 Okay. Well, we're all in agreement on that one. Okay. Linen chairs.

39:17 Okay. Tell me. I I mean, my kids aren't young, but

39:22 they're young enough and they have friends over and I just I don't want to have to clean that. I take a leather

39:28 chair over linen any day of the week. I have linen at my breakfast table and I

39:34 love it and I just if it gets dirty, I just spray it and scrub it a little bit. I think linen is beautiful and light.

39:40 It's not as heavy. I I don't mind a linen chair at all. I love it. I love it. Oh my gosh. Well,

39:48 that concludes the feral and fabulous part of this broadcast. So, thank you guys so much for coming in. I have been,

Conclusion and Future Plans

39:55 like I said, just overjoyed that I got to have you as guests and uh looking forward for you guys to continue on in

40:01 this business and grow and make it big and and I can't wait to be a part of that. And like I said, I'm looking

40:06 forward to our next stagings together and working together in the future. Thank you so much, Kim, for having us.

40:12 Perfect. Thank you guys. Keep on keeping on. I'll see you guys next episode. Take care.

40:28 [Music]