

CONFIDENT CONSULTATION AND COMFORT ZONE SHOPPING SYSTEM

HOME DÉCOR PRICE RANGE 2019

CREATED BY JOANNE LENART-WEARY

| DÉCOR PRODUCT | LOW | LOW-MID | MID | MID-HIGH | HIGH+ |
|----------------------|----------------|----------------|------------|-----------------|--------------|
| Paint per gallon | \$25 (Walmart) | \$40 | \$55 | \$99 | \$150 |
| Wool Area Rugs 8x10 | \$99 | \$300 | \$500 | \$1500 | \$6000+ |
| Window Panel Pair | \$49 | \$99 | \$299 | \$1500 | \$3000 + |
| Arm Chair | \$129 | \$249 | \$550 | \$1500 | \$2500+ |
| Dining Set | \$499 | \$999 | \$1999 | \$4999 | \$7000+ |
| Chandelier | \$159 | \$239 | \$459 | \$999 | \$2000+ |
| Sideboard/Buffet | \$149 | \$349 | \$759 | \$1500 | \$3000+ |
| Sofa | \$699 | \$999 | \$1500 | \$3000 | \$6000+ |
| Loveseat | \$649 | \$959 | \$1450 | \$2800 | \$5000+ |
| Cocktail Table | \$199 | \$299 | \$750 | \$1500 | \$3000+ |
| Club Chair/Ottoman | \$499 | \$899 | \$1500 | \$2000 | \$3000+ |
| King Bed | \$499 | \$799 | \$1500 | \$2500 | \$4000+ |
| Art 24x36 | \$79 | \$129 | \$499 | \$999 | \$1500+ |
| Lamps-pair | \$99 | \$199 | \$500 | \$1000 | \$1500+ |
| Toss Pillow | \$29 | \$49 | \$149 | \$299 | \$500+ |
| Draperies Rods | \$49 | \$99 | \$199 | \$349 | \$750+ |
| Botanicals | \$49 | \$99 | \$199 | \$349 | \$599 |

Prices are based on a variety of retailers and vendors. Your client's low might be someone else's mid so keep in mind that budget can be relative. That's why the Comfort Zone Budget System works so effectively, it helps you get a better sense of what price lane your client wants to be in