VyRal

A LeakReceipts Field Guide

LeakReceipts for Home Staging

The Field Guide: where the money leaks, how to prove it, and how to close it

For: Home Staging — Agent and Seller Direct

by VyRal Dynasty

LeakReceipts for Home Staging The Field Guide: where the money leaks, how to prove it, and how to close it

First edition, November 2026, revised 12 November 2026. Built from VyRal's lane research as it stood on 11 November 2026.

© 2026 VyRal Dynasty Holdings LLC, a South Carolina company. All rights reserved. A VyRal Dynasty product.

How every number in this book is labeled.

- **VERIFIED** means the figure comes from a named, dated source, and the source is printed next to it.
- **CALCULATED** means it is arithmetic on verified numbers or on your own numbers, and the math is shown.
- **ESTIMATE** means a reasoned range, and it is always called one.
- **STRUCTURAL** marks a standing rule of the trade (a law, a contract term, how the paperwork works), not a market figure.
- **STILL BEING MEASURED** means VyRal has not verified a figure yet, so no number is printed.

If a number is not labeled, it is a blank for you to fill from your own paper.

What this book is not. This is education, not legal, tax, accounting or financial advice. Where a fix says a professional decides, a professional decides. Nothing here says that any company, customer or person did anything wrong. The fixes show you how to check your own paper and ask in writing.

About how this book was made. This book was assembled with AI from VyRal's sourced research on this trade and checked against those sources. AI can make mistakes. Before you act on a figure, check it against the source printed beside it. Rules and rates change, and every figure carries its date for that reason.

Before you share any document with anyone, Vera included, black out account numbers, Social Security numbers and anything else you would not hand a stranger.

Contents

1. The short answer for your trade
2. What people in your trade say hurts
3. Get your paper together
4. Leak 1: Existing-Home Sales Demand Environment
5. Leak 2: Install Crew Worker Classification (1099 vs W-2)
6. Leak 3: Inventory Depreciation Timeline (7-Year MACRS)
7. Leak 4: Storage Cost Trend (National Index)
8. Leak 5: Owned-Truck USDOT Threshold
9. Leak 6: Pride Economy — Showpiece Inventory
10. Leak 7: Self-Employment Tax Boundary
11. Leak 8: Package Price and Inventory Turn Rate
12. More leaks to check
13. Grow it: the next rung
14. The household side: TrueNET
15. Your 30-day leak plan
16. Take it into LeakReceipts
17. Sources
18. Your leak log

The short answer for your trade

Your ceiling isn't your talent or your hours — it's how many times your inventory can turn in a month before the storage rent eats what the turn earned.

Your leak map

Every leak this book covers, biggest first. The size grade is VyRal's research grade for how much money a leak tends to move in this trade. It is a grade, not a dollar figure. Your own paper sets the dollars.

#	Leak	Size grade	Evidence	Fixes
1	Existing-Home Sales Demand Environment	Major	VERIFIED	1
2	Install Crew Worker Classification (1099 vs W-2)	Significant	VERIFIED	1
3	Inventory Depreciation Timeline (7-Year MACRS)	Moderate	VERIFIED	1
4	Storage Cost Trend (National Index)	Moderate	VERIFIED	1
5	Owned-Truck USDOT Threshold	Small but common	VERIFIED	1
6	Pride Economy — Showpiece Inventory	Not graded	STRUCTURAL	1
7	Self-Employment Tax Boundary	Not graded	STRUCTURAL	1
8	Package Price and Inventory Turn Rate	Significant	STILL BEING MEASURED	1

Then there are 2 more leaks to check, each with its own fixes, in the chapter called More leaks to check.

What people in your trade say hurts

Before we built a single fix, we went and read what people in this trade say out loud: forums, trade press, regulators' complaint files and court records. These are the pains that kept coming up, the ones with the most sources first. If one of them is yours, you're not imagining it.

Cheap virtual and AI staging is replacing physical staging on some listings

An agent can now put furniture into listing photos for a fee per photo. Some sellers stage for a month and then rely on the photos. For a vacant home where I'd charge thousands a month, that's a cheap option that takes the job, even though buyers walking in still see an empty room.

Found in 3 public sources; newest dated 2026-11-03. VERIFIED count from VyRal's public research log; the sources are listed at the back.

I pay storage rent on furniture whether it's in a house or sitting in the unit

I own tens of thousands of dollars of furniture and decor, often bought on credit. The storage unit or warehouse bills every month. When bookings slow, the same rent is spread over fewer jobs, and pieces get worn, go out of style or sell back for a fraction of what I paid.

Found in 3 public sources; newest dated 2026-11-03. VERIFIED count from VyRal's public research log; the sources are listed at the back.

My furniture gets damaged or stolen in other people's homes and my basic policy may not cover it

My inventory sits in vacant homes and open houses. Pieces go missing, get broken by movers or buyers, or are lost in a storm, and the owner may say it's not their problem. General liability covers injuries and damage I cause, but my own furniture away from my shop usually needs a separate inventory policy.

Found in 3 public sources; newest dated 2026-11-03. VERIFIED count from VyRal's public research log; the sources are listed at the back.

Unclear who pays, renewals that run long, and money collected after I've installed

Sometimes the seller pays me, sometimes the agent does, sometimes it's put off until closing. If a house doesn't sell, my furniture stays and I bill a renewal,

but that's when people push back. If I install before I'm paid in full, I'm chasing money with my furniture still in someone else's home.

Found in 3 public sources; newest dated 2026-11-03. VERIFIED count from VyRal's public research log; the sources are listed at the back.

Get your paper together

Every fix in this book starts with paper, not memory. Memory rounds in the other side's favor. Paper doesn't.

Pull the last 90 days. Put it all in one folder, paper or phone, and label each piece with its date. Black out account numbers and Social Security numbers before you share anything with anyone.

The paper that proves each leak:

- Your contracts, invoices, statements, pay records and the messages around them.

My folder checklist

Last 90 days of statements or pay records _____

Every contract or agreement I work under _____

Every invoice, ticket or settlement for the same 90 days _____

The messages that changed a price, a scope or a date _____

Leak 1: Existing-Home Sales Demand Environment

Size grade: Major · Evidence: VERIFIED

What it is. The national pace of existing-home sales, which sets the ceiling on how many listings exist to stage in the first place, regardless of how good her inventory or pricing is.

Why it leaks. A stager can do everything right and still carry a shrinking pool of listings — three straight years at the lowest sustained sales pace in three decades means idle inventory paying storage rent is a market condition, not a personal failure.

The number to hold it against. 4.06 million — U.S. existing-home sales, seasonally adjusted annual rate, July 2026; same as full-year 2024 and 2025, the lowest sustained level since 1995. Source: National Association of Realtors, Existing-Home Sales release, 11 Aug 2026.

VERIFIED · Near-primary — research body

> **Ask yourself:** How many of the listings I staged this quarter actually closed, versus sat on the market past their term?

1. Staged homes sitting past their term in a slow sales market

Fix approved · leak evidence: Verified

Fix 1 — Do it yourself (free).

1. Nothing recovers a slow market. What you can control is how you bill for the time.
2. List every job this quarter: install date, term in your agreement, listing status, and date pulled out.
3. Mark each job that ran past its term. Did you bill an extension for it? If not, that is the leak you can fix.
4. Read your staging agreement. If it has no extension rate or end date, add one before the next job.
5. Ask the agent for a status update on every listing near its term end, so you know before the term runs out.

Fix 2 — The words to send, under your own name. Fill in the brackets, keep a copy, and send it from your own email or by mail. Nobody sends it for you.

Notice to agent or seller (text or email):
Hi [AGENT NAME], quick heads-up on [PROPERTY ADDRESS]. The staging term in our agreement ends on [Term end date]. If the home is still listed after that date, the extension rate in our agreement is [EXTENSION RATE] per [MONTH / WEEK], billed on [DATE]. If you'd like me to pull the furniture instead, let me know by [DATE] and I'll schedule it. Thanks - [YOUR NAME], [BUSINESS NAME]

Fix 3 — Done for you. LeakReceipts · Billing Capture

WE DO: keep a list of every staged home with its term end date, warn you before each term runs out, draft the extension notice, and turn extension months into invoice lines. YOU DO: send the notice, invoice the agent or seller, and decide whether to extend or pull.

Keep it closed. Every agreement names a term end date and an extension rate. Send the notice before the term ends, not after.

What this fix can't decide for you. Whether an extension can be billed depends on what his signed agreement says; we do not interpret contracts.

My receipt for this leak			
Owed by my paper	Paid or billed	Gap (CALCULATED: owed – paid)	Fix 2 sent · answer

FREE FIRST CHAPTER

That's Leak 1 of 8.

The full Field Guide for Home Staging walks through every leak on the map you just read: why it happens, the paper that proves it, and three fixes for each one — one you do yourself for free, the words to send under your own name, and what LeakReceipts can do for you while the decision stays yours.

Get the full guide:
leakreceipts.com/ebooks/home-staging

Run it on your own numbers:
leakreceipts.com

WE WALK BY FAITH NOT BY SIGHT — 2 Corinthians 5:7