

Preparing For A Showing

Homes tend to sell quicker and for higher prices
when they show their best!

It is crucial that your house shows well. Develop a routine that will allow you to quickly clean the house and be prepared for a showing in a reasonable amount of time. Be prepared so you do not have to tend to these matters at the last moment.

Before Your House Is Shown

- Tidy all the rooms. Neatness makes a room easier to view. Check counters, floors, halls and stairs. Straighten up or remove newspapers, magazines, mail, toys, clothing, recreation gear, glasses & dishes.
- Kitchen: Clean dirty dishes in the sink and put away any dishes on counter. Be sure countertops are clear and clean. Wipe down appliances.
- Open shades and curtains to let in light. Try to create a bright and light ambiance. Turn all lights so home is well-lit during showing. Even in closets & storage rooms.
- At night, turn on porch light and outdoor lighting.
- Put away items in the yard such as bicycles, gardening tools and children toys.
- If fall or winter, light a fire in the fireplace.
- If the weather is warm turn your air conditioning on.
- Keep air fresheners in closets, kitchens, and bathrooms.
- Keep the bathroom clean with a new set of towels.
- The entryway is the first and last impression. Keep it looking sharp.

While Your House Is Being Shown

- When possible, leave while the property is shown. If not, remain in an area not being shown by the sales associate.
- Try to be understanding; the agent may have several home showings and he or she may be a little early or late.
- Let the realtor show your house. The realtor & buyer need to be able to discuss your home freely. Let the agent do his job. Answer questions candidly when asked, but avoid questioning potential buyers.
- Keep pets outdoors. For buyer's who don't have pets, it may be bothersome.
- Keep children quiet and in one area if home.

The listing sheet will clearly identify items that are included and excluded in the offered property. Don't initiate conversation about personal property unless asked.

*** Think in terms of a home that is sparkling clean, uncluttered, and spacious. Set the stage to make the best impressions on each prospective buyer. Prepare well for all of your showings.**