

Showing Suggestions

How to better prepare your home for showings

In General:

- **Keep shades and draperies open as much as possible to add light.**
- **Keep the front entry area clean and tidy, inside and out.**
- **Simmer potpourri, or use carpet freshener on carpets. This helps reduce pet and cooking odors.**
- **Keep closets tidy, they will look roomier.**
- **Keep plants healthy and dusted; consider having fresh flowers in a vase.**
- **Clear any leaves, snow or ice from walks and porch.**
- **Keep stairways clear and well-lighted.**
- **Be ready as much as possible for “unexpected” showings.**

If there is a showing scheduled and you will be home:

NEVER APOLOGIZE FOR APPEARANCE

- **If there is a litter box out in the open, consider removing it from sight.**
- **If it is nippy out, light a fire.**
- **Turn on all interior lights, even in the daytime.**

You know your home better than anyone. But the showing agent knows what is important to the buyers and will work to “sell” the buyers on those points. Something important to you could be a negative for a buyer.

Try to leave when an agent shows your home. Just step outside or take a short drive or walk around the block. Take your dog(s) with you. Many people are afraid or distracted by your pet.

Your absence will help the buyer feel less intrusive and free to see himself or herself as “the new owner” of your home.

DO NOT discuss contract terms with the buyer (price, possession, etc.)

If the showing agent has a question, he/she will ask you.