





SHOWING YOUR HOME

Making a good impression on the inside

When it comes time to show the property, here are some suggestions that will help make the process go more smoothly:

- Review the house inside room by room. Paint and make repairs to walls in any rooms needing it, clean carpets or drapes that need it and be sure windows are clean and sparkling.
 - Rearrange or remove some of the furniture if necessary to make rooms appear larger and allow buyers to imagine their own furniture in the room.
 - The two most important rooms to a buyer are the kitchen and bathroom. Remove stains in the sinks and tubs. Make sure the floors have been scrubbed, and that all appliances have been well-cleaned and are in good working order.
 - Clear all unnecessary objects from the kitchen and bathroom countertops. Set out matching towels.
 - Tighten cabinet doors and lubricate squeaky or hard to open/shut doors.
 - Fix leaky faucets and make sure the drains in your tub and sinks are not clogged.
 - Replace the shower curtain (if needed) and clean the tile around the tub.
 - Odors must be eliminated especially if you have pets, young children. If you are a smoker, consider smoking outside during the time that your home is on the market. You may not notice the smell but potential buyers do.
 - Maintain the home in ready-to-show condition with beds made, clutter removed, dishes put away and so forth. Then, you're always ready for a showing as soon as you get the phone call.
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- Showcase your home as if you are receiving guests - Place flowers in vases, light a fire in the fireplace if it's cold outside, and play soft background music.
 - During showings open all blinds/curtains and turn on all lights.
 - Make sure your pets are confined to a safe and out-of-the-way place.
 - During a showing try to step out for awhile. The buyer will feel more relaxed if allowed to view your home without any distractions.
 - In some cases, silence is golden. If you are present for any part of the showing, it is best to reserve comments until the buyer has left your home. The Realtor showing your home knows what to point out. You should put away your most valuable items such as jewelry and collectibles.