

Home **SHOWING GUIDELINES**

Our goal is to present your home at its best. Your goal should be to present a clean, spacious, clutter-free home – the kind you would like to buy! Some simple tasks, if not paid attention to, could affect the sale of your home so we've created a checklist to help you prepare your home for showing:

- Leave the home at least ten to fifteen minutes before it is shown and return after the agent and buyers have left. You want the agent and the buyers to feel relaxed and to take their time when looking at your home.
- Keep pets outdoors or crated when the house is being shown. It would actually be BEST if all pets could find a place to stay while the house is on the market.
- Leave a welcome note for the agent and the buyers in a highly visible place (taped to the front door). The note should welcome them and tell them where the "HomeBook", "Home Feature Sheet" and other information about the home can be found.
- Before vacating the house for showing, do a quick check, to make sure:
 - **Curb appeal...** how does your property look from the curb? If potential buyers don't like the looks of the house from the curb, they become disappointed and often times won't go in the house.
 - **Clutter...** eliminate it everywhere: closets, garage, attic, each room, yard, etc.
 - **Clean...** everywhere, everything. People value cleanliness both in what they see and smell.
 - **Remove** valuable personal property like jewelry, etc.
 - Make sure the **lockbox** system is placed on or by the front door.
- Open drapes, turn on lights and play soft music. Remember, you are trying to make the buyer feel at home!



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