

Tips For Showing Your Home

- **Know Your Competition** - Do a reality check by checking out comparable homes that are for sale to compare price, features and home condition to see what you are up against. Attend some open houses in your area and understand that buyers that see your home will also be seeing those homes.
- **Curb Appeal** - What do you see when you look at your home from the street? Do you see a well manicured lawn? A clutter-free porch? Freshly painted or cleaned exterior? You want a buyers "first impression" to be a "lasting impression." A few minutes spent looking at your home the way potential buyers will see it will make their decision to buy your home that much quicker.
- **Don't Forget The Inside** - Curb appeal is one thing, but don't forget the inside when trying to impress potential buyers. Spend some time now cleaning up scuff marks on walls and floors. Even some fresh paint is a simple worthwhile investment that can pay dividends. Do you need to move some of your furniture out to make more room? How about adding some colorful bedspreads and curtains. If these things make a difference to you just think what it will mean for your buyer!
- **Faucets and Light Bulbs** - Is there drippy faucet you've just gotten used to? A prospective buyer is sure to notice, and it will leave questions in their mind about what other hidden repairs might there be? Take care of any leaks and while you're at it be sure to replace any burned out light bulbs. You don't want anything to detract from all that's "right" with your home.
- **Doors and Cabinets** - Have any issues with sticking or squeaky doors or cabinets? You might as well take care of them now before you have to take care of them later.
- **De-Personalize!** - While all your personal items mean so much to you, they prevent potential buyers from picturing YOUR home as THEIR home, so it's time to remove most of the family photos, keepsakes, memorabilia and other personal items from view.
- **Make the Kitchen and Bathrooms Sparkle!** - Kitchens and bathrooms sell homes, so make them shine! Make those minor repairs to any damaged or unsightly caulking around the tub or shower. change your shower curtain and put your best towels out.
- **De-Clutter!** - Buyers love space! They are not only looking for a comfortable home to live in, storage is something every buyer is looking for and can never have enough of. In the kitchen be sure to make as much room as possible on the counter top to make the room seem open and clutter free, even if it means moving the blender, toaster and other kitchen appliances to the cupboard until you need them. Better yet, start boxing them up in preparation for your move! The same goes for the bathroom, keep the counters wide open. Finally remember to keep items off the stairs and please, keep the dirty laundry out of site.
- **Don't Forget The Closets** - Make room in your closets by packing up your seasonal clothes. Take half the stuff out of your closets and then neatly organize what's left. Keep your closets and cabinets clean and tidy. If your buyer sees your closets stuffed to the brim they'll think the closets are too small for them too!
- **The Power Of Light.** - When showing your home turn on the lights and draw open the curtains to let the daylight in! Light will give your home a warm, well lived in feeling.
- **Always Be Ready To Show** – Have your home "show-ready" at all times, you never know when your buyer is going to walk through the door. You want your home to be in tip-top shape, so no dishes in the sink or dishwasher, bathrooms clean, and stay on top of those pesky dust bunnies!
- **Finally, Some Precautions For Personal Safety** - Hopefully you will never need this advice, but when you are showing your home try to remember to position yourself between potential buyers and an open exit, and keep your cell phone with you. Also, if your car has an alarm system you might hold on to your keys should the need to sound an alarm be necessary. If you'll be alone with a buyer you may want to let a friend or relative know you have a showing appointment, or better yet use the buddy system!