

# SHOWING YOUR HOME

*Everyone knows the importance of a first impression. Therefore, your home should be in prime condition at all times to guarantee the delivery of a great first impression when visited by potential buyers. Below are a few extra tips to ensure that your home reaches all prospective buyers expectations.*

## GENERAL TIPS FOR SHOWING YOUR HOMES

- By keeping your home clean and organized, you automatically make it much more welcoming.
- You should make sure all beds are made for each showing.
- A clean kitchen is a must. Put all dishes directly into dishwasher or stack them neatly beside sink.
- In order to maintain organization in your home during selling process, eliminate any & all extra clutter.
- Try to refrain from cooking strong-smelling foods, i.e. fish, to ensure your home has a pleasant odor.
- A tip in maintaining a pleasant odor within your home, bake some frozen pies/ fill it with fresh flowers.
- Fill your home with natural light – the brightness tends to improve the atmosphere/mood.
- Another key factor lies within maintaining a good temperature; dependent upon the current weather conditions.
- If you have a hectic schedule, please consider hiring a cleaning service to keep your home in “selling condition”.
- It is extremely important to give any potential buyers alone time to take in your home and discuss their concerns or questions
- Be sure to turn off any distracting technology, such as television, radio, computer, etc.
- You should never apologize for the condition of your home. That simply emphasizes any problems or trouble areas.

## NEGOTIATION

Leave the negotiating up to your realtor. He/she will be working closely with you and the prospective buyer(s) to ensure you get as close to the original asking price as possible.

## HOME INSPECTIONS

Once you receive your first offer on your home, it tends to be contingent upon a professional inspection of the property. An inspector will check and make sure all of the home’s general systems are functioning properly and report any that may be in need of repair. If major problems are found, your realtor will help you to negotiate through them.



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### 15 Minute Checklist

- Turn on Lights
- Open Curtains
- Pickup Clutter, Debris, Clothing, Etc.
- Tidy Kitchen – Countertops, Dishes, Trash
- Clean Bathrooms
- Make All Beds
- Outside – Clear Walk ways and Turn on Lights