

Have a Showing? Great!

How to Set the Stage & Get Out of the Way!

Once you are notified of a showing appointment, it's important to make sure the property is in "showing" condition, as we only get one chance to make an impression! Please use the checklist below as a friendly reminder to prepare for your showing!

- **Curb Appeal is Critical:** trash cans should be hidden from sight, hoses should be neatly stored, the lawn should be freshly cut & edged and the weeds should be pulled
- **Lights On:** Studies show that buyers often comment on how "dark" a room is, and feel awkward turning on the lights...so, do it for them! All lights in all rooms should be ON!
- **Blinds/Window Coverings:** All blinds should be opened 1/2 way and any closed curtains/draperies should be opened for showings
- **Trash Cans:** All trash cans inside the home should be emptied and hidden from sight. Some buyers are very sensitive to odors, especially spices, fish, rotten anything, etc.
- **Toilets:** Please keep toilets flushed and toilet seats DOWN
- **Pets:** Dogs should always be removed or crated or secured for showings. Cats, birds, rabbits, snakes, guinea pigs, etc. can stay for showings, as long as they are appropriately caged with a note on the cage/class telling buyers "DO NOT TOUCH" or are not going to be a hinderance to showings. Please be aware that odors associated with pets are also highly offensive to buyers, so keep those in check too!
- **Kitchen:** All sponges, dish clothes, soap, and dishes (dirty or clean) should be removed from the sink and counters. Think of how a model home looks and try to emulate!
- **Bathrooms:** In addition to keeping the toilet seats down, tubs/showers should be kept clean, sinks should be free of toothbrushes, perfume bottles, hairbrushes (I recommend putting in a basket or caddy and hiding under sink or in the closet)
- **In General:** Beds should be neatly made, the floors should be swept or vacuumed, sliding glass doors should be finger-print free, laundry should be in a basket in the closet (not on the floor!), shoes should be kept in laundry room or garage to keep odors out, lightbulbs should all be working and the house should be visibly neat and orderly. Having scented candles or plug-ins are also encouraged.

When the showing agent arrives, occupants should promptly leave, not come back until the buyer/agent have left and answer NO QUESTIONS.

Direct all inquires to me!

Happy Selling!
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