



# Showing Your Home

Your home needs to be ready to show at all times. In addition to the steps you've already taken to get it ready to go on the market, here are some extra tips to help make the best possible impression at showing.

- ▶ Keep every room neat and tidy, and make all the beds.
- ▶ Put dirty dishes in the dishwasher, or wash and stack them neatly in the sink.
- ▶ Eliminate pet smells, clean carpets and drapes, empty trash often and refrain from cooking strong-smelling foods.
- ▶ Introduce good smells, such as flowers, potpourri and air fresheners. Baking a pie or cookies is another clever tactic.
- ▶ Let in light. Brightness improves a home's atmosphere.
- ▶ Make sure the temperature is comfortable.
- ▶ Set the dining room table to create a homey environment.
- ▶ Hire a cleaning service once a week to keep the house in show condition.

- ▶ Leave the house during a showing so that the buyers can feel free to ask the real estate agent candid questions.
- ▶ Turn off radios and televisions.
- ▶ Keep pets out of the way.

## 15-minute, Pre-showing Checklist

When your real estate agent calls and says a potential buyer is *en route*, here is a quick checklist to make sure you're ready.

### Bedrooms, Living Room and Dining Area

- Turn on lights
- Open curtains
- Make beds
- Remove random items from tables and floors

### Kitchen

- Put dirty dishes in the dishwasher
- Empty the trash
- Clear and wipe down counters

### Bathrooms

- Flush toilets
- Shine fixtures
- Hang towels neatly
- Empty trash
- Wipe counters

### Exterior

- Close garage door
- Pick up yard debris and trash