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Tips for Showing Your Home

- **Welcoming your guests**
 - Don't expect buyer to remove shoes, unless for religious or cultural reasons.
 - Leave the house
 - Don't pressure or hurry the buyer
 - Front doors are usually a buyer's first impression. Make it a good one.
 - Keep the temperature in the home comfortable against the weather outside...not too hot, not too cold
 - Many people are allergic to certain scents and deodorizers, so don't spray the air or plug-in air fresheners
 - Have a fact sheet about your home that touches on information the buyer might miss or might not know.
 - If you have an antique chandelier in your dining room, disclose its age and other important details
 - If you have removed the washer and dryer from the laundry room, explain why
 - If your basement stairs are steep, attach a card to the railing that cautions buyers to watch their step.

- **Throughout entire house**
 - Turn on every light in the house, including appliance lights, closet lights, outside entrance, basement and attic lights. Make sure that all light bulbs are working.
 - Open all the window coverings to let in light
 - Keep blinds partially closed that otherwise show undesirable outside scenery such as a dilapidated fence or a nearby structure that obstructs views.
 - Brighten dark rooms with few windows by placing spot lights on the floor behind furniture
 - Turn off all TV's
 - If you have carpeting, vacuum in one direction
 - If weather permits, open the windows – if there is too much noise outside, close them
 - Turn on soft music

- **Living Room / Family Room**
 - Light a fire in fireplace if it is in season. If not, make sure that it is clean and staged ready to be lit. Make it romantic by placing 2 champagne glasses on nearby table
 - If you have water fountains, turn them on.
 - Display an arrangement of fresh flowers

- **Bedrooms**
 - Make the beds
 - Make sure all personal items are out of sight

- **Kitchen**
 - Dishes should be washed & put away.
 - Garbage taken out
 - Remove all refrigerator magnets from the front and side of refrigerator
 - Run ½ of lemon, lime or orange through garbage disposal for fresh smell
 - If you're going to bake cookies or simmer spices such as cinnamon in water on the stove, put out munchies so the buyer isn't disappointed. Provide plates, cups and napkins (paper products are acceptable) and have a waste receptacle in plain sight.
 - Near the snacks, leave pens and a stack of preprinted questionnaire cards or a guest book to sign

- **Bathroom**
 - Make sure there is full roll of toilet paper and soap in the bathroom.
 - Clean windows and mirrors
 - Remove personal toiletries from on top of vanities
 - Remove any prescription medicines to a safe location
 - Leave the shower curtain open.
 - Hang fresh towels

- **Outside**
 - Tidy up the grounds, porches and garage.
 - Keep the lawn trimmed and edged.
 - Make sure the yard is clear of refuse including doggie surprises.
 - Put a pot or two of bright flowers near the entryway.

- **Basement, Attic, Garage**
 - Clean out the clutter
 - Keep stairways and entryways well lit

- **Additional tips for preparing for a showing**
 - Buy a new doormat.
 - Put a fresh coating on your driveway
 - Be sure to have all children's toys out of sight
 - Buy new pillows for the sofa.
 - Make a centerpiece for your table.
 - Buy new towels
 - Put a seasonal wreath on your door.
 - Make the rooms feel larger by taking out large bulky furniture and the extra leaf out of the dining room table.
 - Make closets look bigger by removing ½ of the items in them (starting with seasonal clothing).
 - Accentuate counter space. Put away kitchen appliances and personal bathroom items to give the illusion of more counter space.
 - Depersonalize the rooms. Put away family photos, mementos, and distinctive artwork.