

## SHOWING YOUR HOME

Dust and vacuum the whole house thoroughly.

Lightly clean and straighten up living areas.

Open all drapes and blinds to let in as much light as possible. Turn on lamps and other lights as necessary to brighten each room.

If you're planning to move around the same time you're selling your home, try to arrange showings while the furniture is still in the house.

Any household or children's items should be stored away. This includes toys, bikes, skateboards, etc.

Turn television sets off. Turn on a radio with soft music at low volume.

While your home is being held open, arrange to spend the time away from the house, especially if you have small children. If this is not possible, go for a walk, visit a neighbor, or keep children quiet when your home is being shown to prospects.

Keep pets away from potential buyers and keep pet areas clean.

Your agent may request to serve refreshments. If not, feel free to suggest this.

Try baking chocolate chip cookies or brownies just before the open house. A pleasant aroma means "home" to many people.

Once the open house begins, let your agent do the job. Do not try to assist unless asked by the agent showing your home.

If you're trying to sell any household items, do not bring this up, unless you are asked. Remember to keep your valuables in a safe place.

Should a buyer stop by when your not having an open house, refer all inquires to your agent. Feel free to answer questions the buyer might have, but again, refer as much as possible to your agent, as he/she will be able to answer in the most positive manner.

Save visiting agents' business cards for your agent. Write down the date on the back of the visiting agent's business card and indicate if the agent had buyers with them.

Notify your agent if you'll be out of town and how to contact you. Timing is EVERYTHING!