

Tips for Showing Your Home



Your home needs to be "show-ready" at all times – you never know when your buyer is going to walk through the door. You have to be available whenever they want to come see the place and it has to be in tip-top shape. It's important to make the process of showing your home as easy as possible for other agents.

1. Get your house sparkling clean.

From shining floors and gleaming windows to clean counters and scrubbed grout, every surface should sparkle. This is the easiest (well, maybe not easiest, but certainly the cheapest) way to help your home put its best foot forward. You may want to hire pros to do some of the really tough stuff, especially if you have a large house. Don't skimp -- this step is key! Maintaining a clean house is difficult, but it will pay dividends.

2. Depersonalize & Clear Away Clutter

One of the most important things to do when showing your home is to de-personalize it. The more personal stuff in your home, the less potential buyers can imagine themselves living there. Get rid of a third of your stuff – put it in storage. This includes family photos, memorabilia collections and personal keepsakes. All clutter must go, end of story. It's not easy, but it is well worth the trouble.

3. Keep the House Tidy

Not everyone makes his or her bed every day, but when selling a home it is recommended that you develop the habit. Pick up papers, do not leave empty glasses in the family room, keep everything freshly dusted and vacuumed. Try your best to have it look like a model home – a home with furniture but nobody really lives there. Empty the kitchen trash before every showing. Smelly trash is always a buyer turnoff.

4. Try Not to be Home

Homebuyers will feel like intruders if you are home when they visit, and they might not be as receptive toward viewing your home. Visit the local coffee house, yogurt shop, or take the kids to the local park. If you absolutely cannot leave, try to remain in an out of the way area of the house and do not move from room to room. Do not volunteer any information, but answer any questions the agent may ask.

5. Lighting

When you know someone is coming by to tour your home, turn on all the indoor and outdoor lights – even during the day. At night, a lit house gives a "homey" impression when viewed from the street. During the daytime, turning on the lights prevents harsh shadows from sunlight and it brightens up any dim areas. Brighten dark rooms with few windows by placing spot lights on the floor behind furniture.

6. Fragrances

Do not use scented sprays to prepare for visitors. It is too obvious and many people find the smells of those sprays offensive or may even be allergic. If you want to have a pleasant aroma in your house, have a potpourri pot or something natural. If you're going to bake cookies or simmer spices such as cinnamon, put out munchies so buyers aren't disappointed. If weather permits, open the windows, if there is too much noise outside, close them.

7. Pet friendly

If you have pets, Jeremy O'Guinn will provide a notice to agents in the multiple listing service (MLS). The last thing you want is to have your pet running out the front door and getting lost. If you know someone is coming, it would be best to try to take the pets with you while the home buyers tour your home. If possible, conceal all food & water bowls in your pantry/cupboards. Remember to change that kitty litter too!

8. Create a Mood

Light a fire in the fireplace if you have one. Make it romantic by placing two champagne glasses on a nearby table. Turn on soft music. If you have water fountains, turn them on. They are especially useful for drowning out traffic noise.

Listing your home with Jeremy O'Guinn will make your home easier to show, offer more exposure, provide you with more feedback and make scheduling more convenient for you. 24/7 scheduling capability assures that you won't miss out on any opportunities.



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