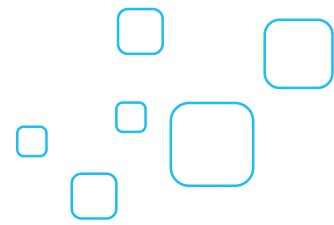


Effectively showing your home



Showing your home to a potential buyer is an important step in the home selling process. Here are some steps to follow:

- 1** Clean and declutter your home: Before showing your home, make sure it is clean and free of clutter. This will help your home look more appealing to potential buyers.
- 2** Make any necessary repairs: If there are any minor repairs that need to be done, such as fixing a leaky faucet or replacing a light bulb, make sure they are taken care of before showing your home.
- 3** Stage your home: Consider hiring a professional stager or staging your home yourself to make it more appealing to potential buyers. This might involve rearranging furniture, adding some decorative items or artwork, or making small upgrades to the decor. Removing items in your home can be more effective than adding new ones.
- 4** Set the stage: Make sure your home is well-lit (turn on every light in the home) and smells fresh. Open the curtains and blinds to let in natural light, and consider lighting some candles, open windows or use a light air freshener to create a pleasant aroma.
- 5** Ensure the potential buyer has reviewed your listing, including photos and VR tour. This helps eliminate tire kickers or buyers who are looking for something that your home simply doesn't offer.
- 6** Multiple Showings: Feel free to schedule multiple showings at one time. This is efficient for you as a seller and creates a sense of urgency when buyers know that others are interested in your property.
- 7** Make yourself available to show your home to potential buyers at a time that is convenient for them & you. You may need to be flexible with your schedule to accommodate their needs.
- 8** People don't sell homes; homes sell homes. When showing your home, invite the buyer to take their time and let them walk through the home on their own. This allows the buyers space to immerse themselves in the thoughts or discussions of them potentially purchasing the property and creating their home there.
- 9** Be honest about any issues or limitations of the property.
- 10** Provide the potential buyer with any additional information they may consider valuable, such as the age of appliances or any recent upgrades or repairs.
- 11** Follow up with the potential buyer to answer any additional questions they may have and to gauge their interest in the property.