

Suggestions To An Owner Getting Ready for a Showing

1. Tidy up the grounds, porches, garage. Keep lawn trimmed and edged. Make sure that your yard is clean of refuse.
2. Your front door gives a vital first impression while a Realtor and prospect wait for you to answer the bell. Be sure it is scrubbed clean.
3. Dress up windows in freshly laundered curtains.
4. If any decoration is needed (especially kitchen) do it now. \$100.00 worth of paint may balance \$1,000.00 in a price cut. Bathrooms help sell homes. Make this room sparkle.
5. Keep all steps clear of hazards.
6. Don't forget to have all light sockets filled with bulbs. Illumination is like a welcome sign. The potential buyers will feel a glowing warmth when you turn on all your lights for an evening inspection.
7. Wash dishes, put away clothes, straighten up newspapers, etc. Be sure all beds are made.
8. Keep pets out of the way when showing.
9. Avoid having too many people present during inspections. The potential buyer will feel like an intruder and will hurry through the house. Do not allow children to tag along on the visitors tour.
10. Leave showing up to the sales person. It is their business to sell. He can lead up to basic reactions alone better than with running conversation help. The agent knows the buyer's requirements and can best emphasize the features of your home.
11. Don't discuss anything concerning the sale with customer. Let the Realtor discuss price, terms, possession and other factors with the customer. Direct communication with buyers can lead to miscommunication or an indication of your motivation which can be costly in negotiations.
12. Never apologize for appearance. It only accents or distracts.
13. Never try to sell furniture to a customer before the deal is complete.

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