
Showability – Helpful Hints

Walk Around the Exterior of Your Home With the Critical Eye of a Stranger

- Keep lawn trimmed-weeds out. Prune bushes. Remember that buyers get their first impression of your home from the exterior.
- Keep garage door closed. Inside, eliminate everything unnecessary so that the garage looks larger...hang up tools, etc.
- Clean windows and straighten window treatments.
- Any dogs? Keep yard clean!
- Sweep front porch. Make sure doorbell works.
- Keep blinds and shades open so that the rooms look bright and cheerful.
- Eliminate clutter. Put away unnecessary knick-knacks and loose papers.
- Clean fireplace-avoid a trash burner look.
- Organize closets. Overstuffed closets give the impression that there is not enough storage space.
- Rearrange furniture to give the room a more spacious appearance.

Bathrooms

- Clean thoroughly. Hang fresh towels, launder rugs and clean soap dishes.
- Clean grout-scrub with toothbrush if necessary.

Kitchen

- Tidy all shelves, eliminating clutter.
- Clean appliances, especially if you have built-ins or are leaving your appliances.
- Keep dishes clean and put away.
- Take out garbage-customers do not want to be faced with last night's pizza topped with coffee grounds.
- Garbage disposal-run plenty of fresh water with a light disinfectant.

Bedrooms

- Keep beds made.
- Eliminate extra clothes by packing them away so closets appear roomy.

Living Room

- Clear table of excess magazines, papers and clean all ashtrays.
- Even if you love your deep purple walls, repainting would be a worthwhile project. An off-white or neutral color pushes walls out and helps a buyer visualize their furniture in your room.
- Touch up paint and woodwork scratches.

Basement

- If the air has a musty smell, a dehumidifier is a worthwhile investment.
- Keep storage areas neat and clean.
- If you own a cat, keep litter box fresh.

The Showing Appointment

- Avoid overhead lights, they cast a harsh look. Instead, use well-placed lamps for lighting. Turn on at least one light in each room, including the basement. Also, turn on any landscaping lights.
- Open window treatments, especially to appealing views.
- If you have small children (or pets) keep handy an empty container; toss loose toys in and tuck away.
- Brew fresh coffee or throw a pie in the oven. It will make your house feel like home... and you can enjoy it after the showing!
- A showing is not the best time to conserve energy. If it's cold, bring the heat up to a comfortable temperature. If it's sweltering hot, turn on your air-conditioning or fan. Most people make buying decisions as much on emotion as they do logic.
- If it's cold outside and you have a fireplace, build a fire.
- Get the family involved... even the youngest tot can have a "showing pick-up area" to be in charge of.
- Have your Realtor provide you with several "Feature Sheets" to have on hand.
- Stay uninvolved; let the Realtor do the selling. They will ask if they need assistance or have any questions.

THERE IS A DIFFERENCE!