



Preparing Your Home for a Showing

With 90% of home buyers starting their home search online, your ‘first showing’ is often a digital one. That’s why home staging and professional photos and video of your home are so important. It’s also why the Avery Team offers our clients complimentary home staging consultations and complimentary professional photos and video.

Showing appointments should be treated with great care. They are your home’s chance to make a great first impression and leave buyers dreaming about buying your home! With a little bit of effort, you can greatly increase your home’s appeal to potential buyers. Removing any distractions will allow the buyers to focus on the best features of your home, and what their lives could look like if they lived there.

The checklist below will tell you how to prepare your home for a showing and ensure that your home always makes a great first impression:

CURB APPEAL

- ✓ You want to draw the buyers in with a ‘WOW’ as they drive up to your home! Make sure your lawn is cut & trimmed and the gardens are weeded in the summer and that snow is shoveled in the winter.
- ✓ Add some seasonal decorative pots or flowers. This will greatly enhance your curb appeal.
- ✓ Pick up outdoor tools such as shovels, rakes, lawn mowers etc.
- ✓ Pick up after your pets.
- ✓ Remove any obstructions from curb view, i.e. garbage and recycling bins.
- ✓ Clear driveways and walkways.
- ✓ Remove any seasonal decorations promptly.

INSIDE THE HOME

Once inside, you want to keep that feeling of ‘WOW’:

- ✓ Open curtains and blinds to let natural light flood in.
- ✓ Turn on the lights for all showings.
- ✓ Turn on your fireplace (if applicable) to create a cozy atmosphere.
- ✓ Set the home to a comfortable temperature - if your home is too hot or too cold the buyers may think there is a problem with the heating or air conditioning.



- ✓ Make sure all noisy radios and TV's are turned off. Contrary to what you may have been told, loud music is distracting to the buyers and may hinder their ability to talk to each other during the showing.
- ✓ Make sure rugs are clean and straight.
- ✓ Empty waste baskets.
- ✓ Clean off counters by putting away dishes and small appliances in the kitchen.
- ✓ Put away toiletries in the bathroom and ensure that the sink, toilet and showers are clean, and the toilet seat is down.
- ✓ Pick up dirty clothes.
- ✓ Make sure all beds are made.
- ✓ Deodorize pet areas and tidy up any toys or pet bedding. Be careful not to 'over-deodorize' or buyers may think that you are trying to hide something.
- ✓ Do a "once-over" cleaning: vacuum, sweep, dust.
- ✓ Set out your special occasion towels (kitchen & bathroom). Hint: remove them after the showing so you can use them again next time!
- ✓ These next items may not always be possible but will add to the atmosphere of your home:
- ✓ Set a fresh flower arrangement in the kitchen or main living area. Watch the allergies. Even silk flowers will brighten a room.
- ✓ Create a pleasant smell or best of all no smell throughout the home. Many people are allergic, and others wonder what smell you are covering up (ie. moisture, mold). People are also learning that having just baked something is a "ploy" and don't like to feel they are being tricked.

Preparing your home for a showing may seem overwhelming, but it doesn't have to be! Get the whole family to pitch in and you'll be amazed at how much you can get done in a short period of time, and how big of a difference this attention to detail can make. If you'll be away from the house all day try to work these tasks into your morning routine, so your home is ready, even for a last minute showing. You never know which showing will be the 'The One'!