

10 Tips for Better Home Showings

- 1. Remove clutter and clear off counters.** Throw out stacks of newspapers and stow away most of your small decorative items. Put excess furniture in storage, clean out the garage, and remove out-of-season clothing that is cramping closet space.
- 2. Wash your windows and screens.** This will help get more light into the interior of the home.
- 3. Keep everything extra clean.** A clean house will make a strong first impression and send a message to buyers that the home has been well-cared for. Wash fingerprints from light switch plates, polish kitchen cabinets, and clean the stove and refrigerator. It's worth hiring a cleaning service if you can.
- 4. Get rid of smells.** Clean carpeting and drapes to eliminate cooking odors, smoke, and pet smells. Open the windows to air out the house. Potpourri or scented candles will help.
- 5. Brighten your rooms.** Replace any burned-out light bulbs and where appropriate, put higher wattage bulbs in light fixtures to brighten up rooms and basements. Clean the walls, or if you can, brush on a fresh coat of neutral color paint. Remove dated or heavy draperies from windows.
- 6. Don't disregard minor repairs.** Small problems such as torn screens, cracked caulking, or a dripping faucet may seem trivial, but they'll give buyers the impression that the house isn't well-maintained.
- 7. Tidy your yard.** Cut the grass, rake the leaves, add new mulch, trim the bushes, and clean the gutters. For added curb appeal, place a pot of bright flowers near the entryway.
- 8. Set the scene.** Place a nice centerpiece on the table, and create other vignettes throughout the home. For example, make your bathroom luxurious by displaying clean towels and spa soaps.
- 9. Send your pets to a caretaker or take them outside.** If that's not possible, crate them or confine them to one room, and let your agent know where they'll be.
- 10. Leave the home.** It's usually best if the sellers are not at home. It's awkward for prospective buyers to look in your closets and express their opinions of your home with you there.