



PREPARING FOR A SHOWING

HOMES TEND TO SELL MORE QUICKLY
AND FOR HIGHER PRICES
WHEN THEY SHOW THEIR BEST!

It's very important that your home shows well. We're also aware that it can't always be perfect. After all, you and your family must live there, too. Develop a routine that will allow you to pick up and be prepared to show in a reasonable period without duress...a 45 minute countdown, for example. This means that certain things must be done in advance. For example, beds should be made up first thing in the morning and dirty dishes placed in the dishwasher after use so that you needn't rush around tending to this matter at the last moment. This way you can prepare for each showing in an organized, un-hassled routine.

BEFORE EACH SHOWING...

PICK UP EVERY ROOM Check counters, floors, halls and stairs. Straighten up or remove newspapers, magazines, mail, toys, clothing, recreation gear, snack glasses and dishes.

TURN ON ALL LIGHTS Even those in closets and storage rooms. Electric lights have an amazing capability for creating an illusion of lightness, airiness and largeness.

OPEN ALL DRAPES, SHADES AND BLINDS

Do all that you can to create a bright and light ambiance. **THE BEDROOMS** Make up the beds, neatly and attractively, early in the morning. This is a job you don't want to have to do when you learn that the buyers will be there within the hour.

THE KITCHEN Be sure all countertops are clear and "squeaky clean". Wipe down appliances. Be sure all dishes are in the dishwasher or cleaned and put away. The sink should be clear and clean.

CLEAN AIR Keep air fresheners in closets, bathrooms and kitchen. Be especially careful to keep kitchen odors fresh: coffee brewing or a cinnamon coffee cake baking in the oven have a lasting, inviting effect.

MUSIC, MUSIC, MUSIC Perhaps you can't have something baking in the oven every time, but soft, pleasant background music may be very effective.

FIREPLACE A warm, cozy fire may be just the extra touch that turns the trick.

AIR CONDITIONING If the weather is warm and sultry, have it operating.

THE BATHROOMS Keep a set of fresh, attractive towels in each room that you can change instantly.

THE ENTRYWAY It's the first and last impression that your buyers will have of your home – make it a good one! Check it regularly for sharpness.

 *Prepare well for your showings!*

*Set the stage to make
the best impression on each
prospective buyer.*