



SHOWINGS & OPEN HOUSES

Making Your Home Show-Ready:

Before EVERY Showing:

- ☐ Open all blinds and curtains
- ☐ Turn on ALL lights (including closets)
- ☐ Set thermostat to comfortable temperature
- ☐ Put away all personal items and clutter
- ☐ Clean kitchen sink and counters
- ☐ Make all beds
- ☐ Close toilet lids
- ☐ Remove trash
- ☐ Secure pets or remove them
- ☐ Play soft background music (optional)
- ☐ Light a subtle candle or use air freshener (don't overdo it)
- ☐ Leave the house during showings

Showing Etiquette:

DO: ✓ Be flexible with showing times ✓ Accept last-minute showing requests when possible
✓ Leave immediately when buyers arrive ✓ Let your realtor handle all communication ✓
Keep your home show-ready at all times ✓ Provide easy access (lockbox or flexible schedule)

DON'T: ✗ Stay home during showings (buyers feel uncomfortable) ✗ Follow buyers around or eavesdrop ✗ Start conversations with buyers or their agents ✗ Point out features or try to "sell" the home yourself ✗ Take feedback personally ✗ Refuse reasonable showing requests ✗ Leave valuable items out (secure jewelry, medications, etc.)

Open House Strategy:

Benefits:

- Generates buzz and excitement
- Attracts neighbors who may know interested buyers
- Creates urgency and competition
- Good for first weekend on market
- Opportunity for mass showings

Preparation:

- Extra deep clean
- Stage perfectly
- Secure valuables and medications
- Put away personal documents
- Have your realtor present
- Provide marketing materials

