

# TIPS

## Showing Your Home

**S**tudy the following set of guidelines which every seller should adhere to when their house is on the market.

### **WILLING TO SHOW YOUR HOME ANY TIME?**

The more people who see your home, the more likely you are to sell it quickly. Unless you are having a party or someone in your home is seriously ill, bend over backwards to make your home available for showing.

### **AIR OUT YOUR HOME HALF AN HOUR BEFORE SHOWING**

Any home will smell better if you open windows in each room and let some fresh air in, even during colder months. Stale air isn't appealing, particularly in a home with smokers or pets.

*Make Your Home Available And Comfortable For Showing*

### **SET THERMOSTAT AT A COMFORTABLE TEMPERATURE**

When you know prospective buyers are on the way, push up your thermostat to a comfortable temperature. The same rule applies during the summer months. Cool off your house to show buyers how effectively your air conditioning works. You want buyers to feel comfortable as they tour your home

### **TURN ON PLEASANT BACKGROUND MUSIC**

Let music add the special ambience to your home. Your selections should be soothing and pleasant to the ear- and don't forget to turn off the distracting television set.

### **KEEP OUT OF SIGHT DURING A SHOWING OF YOUR HOME**

This is a good time to take a walk or go shopping. No buyer feels completely comfortable viewing a home with a seller following anxiously behind. Buyers should feel free to discuss a home with their agent without worrying about offending the owner.