



Sibcy Cline REALTORS®

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Simple Tips for Better Home Showings

- **Remove clutter and clear off counters**

Throw out stacks of newspapers and magazines and stow away most of your small decorative items. Put excess furniture in storage, and remove out-of-season clothing items that are cramping closet space. Don't forget to clean out the garage, too.

- **Wash your windows and screens**

This will help get more light into the interior of the home.

- **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, mop and wax floors, and clean the stove and refrigerator. Polish your doorknobs and address numbers. It's worth hiring a cleaning service if you can afford it.

- **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.

- **Brighten your rooms**

Put higher wattage bulbs in light fixtures to brighten up rooms and basements. Replace any burned-out bulbs in closets. Clean the walls, or better yet, brush on a fresh coat of neutral color paint.

- **Don't disregard minor repairs**

Small problems such as sticky doors, 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.

- **Tidy your yard**

Cut the grass, rake the leaves, add new mulch, trim the bushes, edge the walkways, and clean the gutters. For added curb appeal, place a pot of bright flowers near the entryway.

- **Patch holes**

Repair any holes in your driveway and reapply sealant, if applicable.

- **Add a touch of color in the living room**

A colored afghan or throw on the couch will jazz up a dull room. Buy new accent pillows for the sofa.

- **Buy a flowering plant and put it near a window you pass by frequently**

- **Make centerpieces for your tables**

Use brightly colored fruit or flowers.

Simple Tips for Better Home Showings

- **Set the scene**

Set the table with fancy dishes and candles, and create other vignettes throughout the home to help buyers picture living there. For example, in the basement you might display a chess game in progress.

- **Replace heavy curtains with sheer ones that let in more light**

Show off the view if you have one.

- **Accentuate the fireplace**

Lay fresh logs in the fireplace or put a basket of flowers there if it's not in use.

- **Make the bathrooms feel luxurious**

Put away those old towels and toothbrushes. When buyers enter your bathroom, they should feel pampered. Add a new shower curtain, new towels, and fancy guest soaps. Make sure your personal toiletry items are out of sight.

- **Send your pets to a neighbor or take them outside**

If that's not possible, crate them or confine them to one room (ideally in the basement), and let the real estate practitioner know where they'll be to eliminate surprises.

- **Lock up valuables, jewelry, and money**

While a real estate salesperson will be on site during the showing or open house, it's impossible to watch everyone all the time.

- **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.



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