

OUR HOME IS LISTED • What Should We Do About Showings?

From Alan Eggleston, Realtor®

Okay, You have signed a listing agreement with your Realtor® and now its time to start showing the home to prospective buyers.

Here are the rules about showing:

- 1. Please have your home picked up**, clean and de-cluttered every morning before you leave. Do the following when you know a showing is scheduled.
a. beds are made, b. dirty dishes out of sight, c. turn on all the lights, d. open all the blinds.
- 2. Depersonalize your home** by thinking ***“less is more”*** and removing most all family photos, awards, schedules on the wall etc. Buyers need to visualize how things might look with their furnishings; so remember, how would you like to view a home if you were looking?
- 3. When a showing is scheduled, leave the house** for about an hour.
a. If you are not home the Buyers can't ask you questions that might tip them off as to how motivated or desperate you are to sell. This could result in a lowball offer.
b. Buyers will not discuss concerns or questions in front of you. They need to be able to talk openly.
- 4. NEVER, NEVER, NEVER let anyone who comes to your door without an agent into your home!** If someone asks you if they can come in and walk through your home without being accompanied by their real estate agent, ***tell them that the home is shown by appointment only***, and that their agent is welcome to schedule a showing. ***Keep a notepad*** by the front door. ***Get their names.*** If they say they don't have an agent, ask them for their names and ***phone numbers*** so you can ***call your listing agent immediately*** to see if they are qualified, and have him or her show them the property. If they refuse, ***shut the door!***

WHY? In today's world, ***you never know who might be at your door or what their intentions might be. Always err on the side of caution.*** If those who come to your door are serious, qualified buyers, they will have no problem with scheduling a showing. I promise ***you that you are not losing a potential buyer by refusing entry to them.***
- 5. In all showings the Buyers will be accompanied by a licensed real estate agent.** You should feel confident that your home will be respected and that the agent can be trusted.
- 6. That being said, it is a good idea to remove valuable items such as jewellery, prescriptions, etc. from open view; or even stow them in a secure place like a safe while your home is listed.**

Here is a great web page on tips about staging your home:

<https://www.redfin.com/resources/how-to-stage-a-home>