

What to do When You Have a Showing

You've prepared your home for the market and now you get the notification that there's a showing scheduled; what should you do? First, there is a difference between "showings" and "previews". A preview is only an agent coming through to take a look; he or she is looking at general condition and a few specifics that they know their buyers want. You don't have to clean and primp the house for a preview; just make sure it's presentable. A "showing" is an agent and the prospective buyers, so you'll want to get it right. (This assumes that the interior is generally clean, the lawn mowed or driveway shoveled, and so on).

- In the summer sweep off the front porch and walk, in the winter ensure there's no ice or snow.
- Pick up the toys, clothes, dishes off the counter and tidy up
- Make sure your pets are gone or secured in a kennel (and not barking!)
- Turn on every light in the house, including the one by the front door
- During the day ensure that the drapes or blinds are open
- Turn on some light rock (102.9, 105.1 or 107.9), but not too loud
- If you have one, turn on your gas fireplace.
- Plug in a Glade air freshener or equivalent
- Make sure the documents (as described in *Preparing Your Home for the Market*) are all available
- Everyone should leave the home at least 10 minutes before the scheduled showing time and not return until all strange cars have left.