



Have Your Home Always Show-Ready—Without Going Crazy

Selling your home is exciting but having it “show-ready” at all times can be challenging. If you plan in advance and take a few specific actions, you can minimize the stress and upset.

The more people who view your home, the more likely one of them will buy it. Most realtors will make a point of giving you advance notice, but you’re going to have last-minute viewings without a lot of notice. It can feel unpleasant to have your life interrupted suddenly for a showing, however, it’s all part of selling your home. Here are a few tips that can make the showings process less unsettling for you.



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Plan So You're Able To Vacate For A Showing On Short Notice

Don't Fight Reality. Showings Sell!

Use The Sell Your Home for Top Dollar Checklist

- Use this checklist (included In This Packet) as your guide to always being prepared for a showing.
- Before every showing, quickly run through the checklist and make sure that your home "shows" its best.

Think of Each Showing As One Step Closer To A Sale

- Prepare yourself mentally for the sales process. Think about your end goal: getting your listing price, moving to a new home, changing your circumstances. Use this motivation to keep yourself mentally prepared for a showing at all times.
- Do everything you can to keep the home always "show-ready". Yes, it's inconvenient. It's hard to live in your home when you have to make it look un-lived in. No one will argue with that. However, you must pretend that every single viewing could be your buyer. After all, if you aren't getting showings, you likely won't sell.
- Pretend to be a potential buyer and view your home through those eyes. If you were a stranger coming into your home, what would attract you and what would cause you unease?



Have a Plan For Dealing With Children and Pets

- If you have small children, prepare a "getaway bag" with snacks, books, games or whatever will distract your children.
- Plan where you can go for an hour or so. In good weather, the park. A nearby library or fast food restaurant may make the quick exits more of an adventure than an adversity.
- Plan in advance for how you will deal with pets. Don't expect potential buyers to deal with your pets and to protect them for you. Instead, separate your pets from the visitors. Each pet owner has their own requirements for how a pet can be restrained kindly. Set this up in advance so your animals can be comfortable while your home is being viewed.
- If you have a big dog, take it with you. Many people are afraid of big dogs and are unlikely to stay in your home for a long time if they hear your animal barking. Don't expect visitors to love your pet as you do. And don't allow your barking dog to frighten away a potential buyer.

- ❑ Be honest about pet smells. When you live with a pet, you're unlikely to notice the smells. If you're unsure about odors, frankly ask your realtor or an honest friend about the smells. Animal odor is one of the biggest objections potential viewers have. It arouses a fear that they will be unable to rid the house of the smell and, they won't seriously consider your home. That would be a shame, especially when you could deal with it in advance.

Plan Ways To Get Away Fast:

- ❑ You might want to buy a few banker's boxes and use them to store your personal items in. When it's time to get out quick, you can put the lid on the box and stash it in a closet. It's an easy way to quickly clean up your personal items in the bathroom, kitchen and bedrooms. The banker's boxes look neat if a visitor sees them in your closet.
- ❑ Engage your children in picking up toys and getting out quickly. Again, plan ways to store these items fast. It will make things a lot more livable for you when you return home.



Get Help To Keep It Clean—If You Need It:



- ❑ Constantly keeping your home clean can be exhausting. This may be a time when you want to invest in weekly cleaning help. That will make it a lot easier for you to keep the home tidy and show-ready in between cleaner visits.
- ❑ Think about what tools you might need to get the home spiffy in a jiffy.

Once In A While Make It Fun:

- ❑ Sometimes, you might just need a break. Check out movies you might want to see. You might just want to get out to a movie or two while your home is being shown.
- ❑ Talk to your friends and neighbors and see if you could occasionally have a quick unplanned "coffee break". That will break up the monotony of suddenly grabbing everything and getting out of the house during a showing.



Clutter Confuses Buyers:

- ❑ Most of us fill our homes with personal items, collections, photos, mementos. That's great for living in your home. However, if you want to maximize the return on your home, you're better off packing these things away and storing them out of sight.
- ❑ If your home looks "packed", think about renting a storage unit and selectively moving items out.
- ❑ If it looks cluttered, visitors will see the clutter and be distracted away from seeing your home. All the beautiful features of your home won't be noticed.
- ❑ Realize that most people aren't able to easily imagine your home without the clutter. Make it easy for them to see how wonderfully they could live in your home.



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Make the Home Easy To Show:

- It's easy to get carried away thinking that you want to protect your home and your privacy. However, think it through. If your home is difficult to show (too little availability and too many impediments), realtors will pass over it and show homes that are more easily available for showings.



- Do what you need to do to make your home accessible for showings.
- Think about it this way. Realtors can be excessively busy. If they try to show your home and it's difficult to fit into the buyers' schedules, they will simply move on. They're unlikely to come back or bring other clients.

Remember, This Too Shall Pass:

- It can be frustrating trying to live your life when you must always be ready to leave the home for a showing. However, it won't be forever. Your home will sell. You will move on and make the life changes you seek. It does take patience, but it will happen.
- The more that you prepare yourself to make it easy for you, the better you'll be able to deal with it.
- Try to stay focused on your objectives and what you want rather than the temporary challenges.

