



Showing Your House

- Once your house listed, it should always be in ready to show condition. We understand this can be difficult, but taking out the trash and running the vacuum can be the difference between a buyer selecting your house over another. Get in the habit of making all beds daily, picking up mail, and washing/putting away dishes, etc.
- With the kitchen trash, especially if it does not have a lid (even if kept under the sink) it is best to empty it before every showing. Don't overdo it with scents or fragrances. Oftentimes, buyers will immediately suspect it's being done to cover up a smell. And you may have some buyers with allergies or sensitivities. Just a simple pot of potpourri or something natural is all that is needed.
- If you have any valuables, medications, or firearms, we highly recommend either removing them from home or locking them in a safe. Turn off and password protect computers. Agents are to accompany buyers throughout the house, but it is always better to be on the safe side.
- If you know a buyer is coming, turn on all indoor and outdoor lights. This will help make a good first impression for the buyer coming through and give it a more "cheerful" look.
- Flexibility with showings is important. If a buyer is unable to see your home at a time convenient for them, they may simply pass by your house and move on to another one. Most agents will call to schedule an appointment and often will give at least several hours notice. However, this is not always the case. They may call to see your house while parked at the end of your driveway because they were passing through the area with their buyers. If a buyer knocks on your door or contacts you directly, we strongly urge you to give them our card and tell him/her to contact us to schedule a showing or answer questions.
- TRY NOT TO BE HOME. Homebuyers are often uncomfortable with the seller home. They feel like they can't open cabinets or closets or get a close look at things if they think they are intruding on someone. Go to a neighbor's house, take a walk, or run errands. If you can't leave, stepping outside or remaining in one area would be best. Do not volunteer any information to the buyer, as what seems like harmless information could potentially hurt you in the negotiating process.
- With pets, it would be best to either take them out of the house or leave them in a crate or penned in area. If you have indoor cats, keep them to a specific room with a sign that they are in there. It is difficult to look around when buyers and agents are distracted by checking that no animals are running through any doors they shouldn't be. Make sure to clear out litter boxes regularly.



Traci Shoberg, REALTOR®
(540) 303-7771 (cell)
traci@tracishoberg.com
Licensed in VA & WV

Kate Bowman, REALTOR®
(203) 788-2453 (cell)
kate@tracishoberg.com
Licensed in VA

Mel Siebert
(703) 498-8345 (cell)
mel@tracishoberg.com
Marketing Director

