



Showings – tips on how to prepare

We ask that, if possible, the home be vacant when we arrange a showing. Potential buyers feel more comfortable looking at a home when the owners aren't there. If someone has to be home please stay in one place to allow us to do our job. If you are asked a question, answer candidly and as succinctly as possible. Avoid asking questions of potential buyers.



Immediately before the showing

- › Have the radio on, tuned to softly playing instrumental music
- › Pop something fragrant on or in the stove, like a simmering potpourri or an apple pie to give the kitchen a homey smell, don't cook foods with a lingering odour
- › Remove dishes and clear off countertops
- › Turn on all lighting during a showing and increase wattage for brightness
- › Keep room draperies and shades open to let in light and give the appearance of larger rooms
- › Remove laundry from the laundry room
- › Keep toys in children's rooms and remove any toys that may be scattered around the front yard
- › If possible, remove and replace items not included in the sale (i.e. chandelier) or tag items not included in sale (i.e. water softener)
- › If showing in the evening, turn on all exterior lights
- › Put pets in cages or take them to a friend or neighbour during the showing

“They still stay in touch...”

I now know why it's important to hire a professional to sell your home. Dave was so informative. I appreciate all the times he called to update us on the showings and the feedback from other agents. Dave still stays in touch with me. I really feel like he is a friend of mine. I wish I had more houses for him to sell!”

— Lorraine & Kelly,