

Tips for Showing your Home

After all the work of preparing your house, the key is keeping it “show-ready” at all times. Buyers may request tours with little notice, and being unprepared could mean losing a sale. Focus on these areas to make every showing count:

PEOPLE

- Buyers feel more comfortable when the owner isn't present
- Leave the house if possible by going for coffee, shopping, or taking the kids out
- If you must stay, be unobtrusive and avoid following buyers from room to room
- Do not offer unsolicited information but stay available for questions

LIGHTING

- Open drapes and shades to maximize natural light
- At night keep all indoor and outdoor lights on to create warmth
- Turn on all lamps and overhead lights during the day to brighten corners and soften shadows
- Open interior doors between rooms for a spacious, inviting feel

CLEANLINESS

- Remove clutter before each showing such as papers, magazines, and toys
- Keep kitchen counters clear and empty garbage cans before every visit
- Dust and vacuum regularly
- Make beds, tidy bedrooms, and clean bathrooms with toilet lids down
- Every room should sparkle to give the impression of a well-kept home

SCENTS AND SOUNDS

- Avoid strong air fresheners or sprays that may cause allergies or dislike
- Use subtle options such as potpourri or simply fresh air
- Keep the house quiet by turning off TV and loud radios
- Play soft, calming background music at a low volume

PETS

- Ensure your REALTOR® includes pets in the listing details so visitors are not surprised
- Ideally take pets with you or arrange care during showings
- If not possible, keep dogs outside in a secure area and confine cats to one room with a sign on the door
- Keep litter boxes and pet areas spotless

A clean, bright, and welcoming home allows buyers to imagine themselves living there, bringing you closer to a successful sale.



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