



## **Showing the House**

The most effective method in insuring the timely and efficient sale of your home is to make it easily accessible to possible for buyers. Though the inconvenience may be, at times, exasperating, having the least amount of restrictions allows the highest amount of potential buyers. For example, letting your listing agent put a lockbox in a convenient place makes it easier for other agents to show your home to homebuyers. Agents' busy schedules often do not allow for much leverage or negotiation for schedule conflicts. If the agent cannot show the home at their desired time, it is not unusual for them to skip over your home entirely and move on to a more "cooperative" seller. Agents and viewers will always treat your home and family with utmost respect if you happen to be in house when they have a showing, however the restrictions can become a "deal breaker" before the deal even had a chance to come to light.

### **Try Not to be Home**

Homebuyers will feel like intruders if you are home during a viewing, which may cause them to be less receptive towards your home. Visit the local coffee house, yogurt shop, or take the kids to the local park. If you absolutely cannot leave, try to remain in an out of the way area of the house and do not move from room to room. Do not volunteer any information, but answer any questions they agent may ask.

### **Lighting**

When you know someone is coming by to tour your home, turn on all the interior and exterior lights- even during the day. At night, a lit house gives a "homey" impression when viewed from the street. During the daytime, turning on the lights prevents harsh shadows from sunlight and it brightens up any dim areas in your house. It simply looks more homey and cheerful when the lights are on.

### **Fragrances**

Try not to use any scented sprays to prepare for visitors. It is too obvious, overt, and some visitors may find the smells of those sprays offensive. Further more, some visitors may be allergic. If you want to have a pleasant aroma in your house, have a potpourri pot or something natural. Joa Realty recommends turning on a stove burner (or the oven) for a moment and putting a drop of vanilla extract on it. It will smell like you have been baking cookies!

### **Pet Control**

If you have pets, make sure to inform your listing agent. They will make it known to other agents showing the home that there are pets on premises. The last thing you want is to have your pet running out the front door and getting lost. If you know someone is

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coming it would be best to try and take the pets with you while the home is being showed. If you can't do this, put your pet in a pinned area in the back yard.

### **The Kitchen Trash**

Especially if your kitchen trash does not have a lid, make sure you empty it every time someone comes to look at your home even if your trash can is kept under the kitchen sink. Remember that you want to send a positive image about every aspect of your home. Kitchen trash does not send a positive message. You may go through more plastic bags, but ultimately it will be worth it.

### **Keep the House Tidy**

Not everyone makes his or her bed every day, but when selling a home it is recommended that you develop the habit. Pick up papers, do not leave empty glasses on tables or counters. Keep everything freshly dusted and vacuumed. Try your best to have it look like a model home- a home with furniture, but without current residents .