

## **Simple Tips For Showing Your Home**

If your home is on the market, it should be available at all times for showing to potential buyers. After all, how else do you expect to sell it? During the time your house is on the market, try to keep it prepared for a showing whenever possible. When you get prior notice that someone is coming to view your home, there are a few simple things you can do to ensure their viewing is a pleasant one.

The number one thing is not to be there. If it all possible, try to schedule showings during times when you're at work, or simply leave for an hour when you know potential buyers are on their way. The reason is obvious: Buyers who are exploring your home will feel like they're intruding if you are there, and they'll want to exit quickly. You want buyers to feel welcome, and to feel as though this house is a place they might be able to call home themselves. Your absence allows them to test their own comfort level in the home.

Take out the trash. This is a tiny tip that works wonders. Even if it's hidden in the cellar, or if the can is almost empty, put a fresh trash bag in before buyers come to look at your home. Aside from eliminating the chance that your house might have a funky smell, this also reduces the "lived-in" look," making it easier for buyers to picture this home as their own.

Don't leave out dirty dishes. This is another big "Someone Lives Here" clue that is unpleasant to buyers. If you have a dishwasher, it's fine to pile the dirty dishes inside and close the door (although keep in mind that if the dishwasher comes with the house, they might very well look inside!) But a sink (or, worse, a table) piled with dishes sends the wrong message.

Open the curtains. This one seems small, but it's not. Even if you don't have much natural light in your home, it's crucial to take advantage of what you do have. Open all blinds fully (unless there's a really ugly view outside) and draw back light-blocking curtains. If you're out of luck and your showing isn't on a sunny day, turn on the lights in every room. You might feel like you're wasting energy, but in reality you're eliminating dark corners and a possibly musty feeling that might come from a house sitting in shadow.

The best way to keep a house prepared for the market is to keep the major cleaning at bay. Wash, wax and vacuum twice a week, and keep it picked up in between. That way, if you get last-minute notice of a showing, you can fix a few details, head out the door, and know that your house is showing its best possible face to the world.

About the Author: Kirsten Hawkins is a real estate expert from Nashville, TN. Visit <http://www.king-of-real-estate.com/> for more information on real estate, mortgages, and finding the house of your dream.

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