

## Homeowner Showing Tips

### 1. Security

- ALWAYS ask for the buyer agent's name and their company so you can verify who they are before giving them access.
- ALWAYS lock away your valuable personal belongings, financial documents, and medications.
- Leave a sign-in sheet and ask the agent to sign or leave their business card during the showing.
- If a buyer directly reaches out to you without an agent, you have to accompany the buyer. Do NOT give them lockbox combo or direct access.
- You are encouraged to use smart locks or other home security system.

### 2. Convenience

- Make sure your home is available for all potential buyers the maximum amount of time.
- Prepare to answer any phone calls, texts or emails as soon as they come in, as opportunities could evaporate quickly.
- The most ideal way for buyer agents to show your home is by setting up a lockbox.
- When buyer agents schedule a showing time, they could run early or late. Prepare to accommodate a wider time window. Or require that the agent call ahead if they can't keep the time.
- Rather than asking buyers to take off their shoes before entering, it's better to prepare a basket of disposable shoe covers at the door.

### 3. Privacy

- When potential buyers view your home, the WORST THING you can do is to follow them closely. Let the buyers tour your home at their own pace.
- If buyer has an agent, do not show up at the showing, or simply open the door and leave. If buyer does not have an agent, just give them a brief introduction, and wait at a corner of your home.
- You are still free to ask for their feedback after the showing, though.

### 4. Last-minute Staging

If the buyer gives really short notice before the showing, consider at least doing the following:

- Remove all garbage and obvious clutter
- Make the bed
- Turn on all the lights
- Pull back curtains/shades/blinds
- Quick vacuum of frequently traveled area
- Let the air flow
- Close the toilet lid
- Light Febreze always help