

# TIPS FOR SHOWING YOUR HOME

## **First Impressions**

With a little effort on your part, your home can be sold more quickly and at a better price. These 20 tips have helped others get their property ready to show. We hope they will be of value to you.

### **Preparation for Showing**

1. **First impressions are lasting.** The front door greets prospects. Make sure it is clean and polished-looking. Keep lawn trimmed, edged and free of refuse.
2. **Apply fresh paint and polish.** Faded walls and worn woodwork reduce appeal. Don't make your prospects guess how your home could look – show them by painting walls and ceilings. Decorator touches, such as wallpaper and mirrors, may enhance the living space.
3. **Let the sun shine in!** Open draperies and curtains and let prospects see how cheerful your home can be. Dark rooms do not appeal to the prospects.
4. **Fix leaky faucets!** Dripping water discolors sinks and suggests faulty plumbing.
5. **Repairs can make a big difference.** Loose knobs, sticking doors or windows, warped cabinet drawers and minor flaws detract from the home's value. Have them fixed.
6. **Bathrooms can help sell a home.** Check and repair caulking in tubs and showers. Make the bathrooms sparkle!
7. **Safety first! Keep stairways clean.** Avoid a cluttered appearance and possible injuries.
8. **Don't overlook the closets.** This could be a great time to have a garage sale and clean out your closets. Neat, well-ordered closets appear more spacious and inviting.
9. **From top to bottom.** Display the full value of your attic, basement or other utility space by removing all unnecessary articles. Brighten dark storage areas by painting walls.
10. **Arrange bedrooms neatly.** Remove excess furniture. Use attractive bedspreads and freshly laundered curtains.
11. **Can you see the light?** Illumination is like a welcome sign. Potential buyers will feel a growing warmth when all lights are on for an evening inspection.

## **Showing the Home**

12. **Three's a crowd.** Avoid having too many people present during inspections. Prospects may feel they are intruding and hurry through the house.
13. **Music is mellow.** But not when showing a house. Turn off the blaring radio or television. Let the salesperson and buyer talk. Free of disturbance.
14. **Pets underfoot?** Keep them out of the way – preferably out of the house.
15. **"Silence is Golden."** Be courteous but avoid conversations. Allow your Realtor to respond to the buyers' questions.
16. **In the background.** The real estate agent knows the buyer's requirements and can better emphasize the features of your home when you don't accompany the tour. You will be called when needed.
17. **"Be it ever so humble."** Never apologize for the appearance of your home. Let the trained salesperson answer any objections.
18. **Why put the cart before the horse?** Trying to dispose of furniture and furnishings to the potential buyers before they have purchased the house often loses a sale.
19. **A word to the wise.** Let your Realtor discuss price, terms, possession and other factors with the buyers. Realtors are eminently qualified to bring negotiations to a favorable conclusion.
20. **Use your real estate salesperson.** We have found that you will have a better selling experience when you work with a professional real estate agent or broker.

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