



*Finding you the perfect home...*

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## 14 Steps for Showing Your Home

As a homeowner, you can play an important role in the timely sale of your property. By taking the following steps, you can help your Realtor® sell your home more quickly and at the highest possible price.

- **First Impression**  
A well-manicured lawn, neatly trimmed shrubs, clutter-free porch, and a freshly scrubbed or newly painted front door will welcome prospects. The first impression is critical so if it is autumn, rake the leaves; if it is winter, shovel the walkways. The fewer obstacles there are between your home and a prospective buyer, the better.
- **Invest Time For Dividends**  
This is your chance to clean up financially. Prospective buyers would rather see how great your home really looks than try to imagine how great it could look with a little work. Thorough cleaning and some minor redecoration can add charm and value to your property. Clean up the living room, bathrooms and kitchen. Make minor repairs if the woodwork is scuffed or the paint is fading. If you are worried about time, hire professional cleaners or painters.
- **Check Faucets And Bulbs**  
Check your home for dripping faucets and discolored sinks, which might suggest faulty or worn-out plumbing. Ensure that all the light bulbs are working and buyers are not trying to view your home in the dark. Fix the little problems so that they do not detract from the selling points of your home.
- **Safety**  
Homeowners learn to live with all kinds of self-set booby traps: roller skates on the stairs, extension cords, slippery throw rugs and low hanging lights. Make sure that your home is as non-perilous as possible for buyers to view.
- **Storage Space**  
Homebuyers are looking for more than just comfortable living space; they are also looking for storage space. Keep your attic and basement clean and free of unnecessary items.
- **Closets**  
Remember, the better organized a closet is, the larger it appears. This is a great time to box up any unwanted items and donate them to charity.
- **Bathrooms**  
It is important to check and repair damaged or unsightly caulking in the tub and showers, as bathrooms sell homes. It also helps to display your best towels, mats and shower curtains.

- **Bedrooms**  
Create a spacious look by getting rid of excess furniture. Make the atmosphere comfortable with fresh curtains and cozy bedspreads.
- **Emphasize Daylight**  
Pull back your curtains and drapes during the daytime, so that buyers can see how bright and cheery your home is.
- **Keep Things Light**  
When showing your home in the evening, turn on all of the lights, inside and outside. Light adds color and warmth, making prospective buyers feel welcome.
- **Pets**  
Dogs and cats have a talent for getting underfoot while your home is being shown. While they are great companions, keep your pets out of the way while a buyer is looking at your home.
- **Atmosphere**  
Homebuyers want to view your home with a minimum of distraction. While your home is being shown, keep the television and stereo volume low and conversation to a minimum.
- **Never Apologize**  
A buyer will try to imagine living in your home and how he/she would change things to better suit their lifestyle. If a prospect makes a derogatory comment about your home, don't take it personally; let your Realtor® handle it. No matter how humble your home, never apologize for its shortcomings.
- **Let Your Realtor® Do His/Her Job**  
While nobody knows your homes as well as you do, your Realtor® understands the buyers and what they want. Let your agent articulate the virtues of your home and negotiate price, terms and other real estate matters.