

Checklist to maximize your showings

Maximizing your showings is about capturing the attention of buyers and removing all the possible obstacles that can interfere with buyers coming to see the house.

Price your property right. Over-priced properties don't get many showings. For information about setting the right asking price for your home, see Pricing Your Home We can also do a CMA for you.

Fill out your listing paperwork completely, including all dimensions asked for. Buyers and agents may run searches based on items you enter.

Read the [Photo Guidelines](#), found on our site, and provide us with the best photos you can for MLS and a Showcase Listing on Realtor.com. Buyers want to see photos.

Know where your buyers are coming from so you can prioritize your marketing efforts.

You should seriously consider a **Virtual Tour**. We do offer these on our website at a slight additional charge.

Use a combo lock box or Supra box where available

Try to have your home to be in the best possible showing condition at all times. But never decline a showing because the house isn't perfect; it's better to show a messy house than not show it at all.

Bad odors from pets, cigarettes, cigars, certain foods, dirty carpet, etc can cut your home value by 5%. Perfume type air fresheners make it worse by making the house smell like a cheap motel. Get rid of the source of the odor and air out the house.

Good showing etiquette calls for not being home when an agent brings a buyer to see the house. Statistics prove that buyers will cut the time that they spend on a showing in half when a seller is present. And buyers remember the homes that they spent the most time in. If at all possible, leave before they arrive so the buyers don't feel like they are "kicking you out".

One way to make sure the agent NEVER brings another buyer is to interfere or try to conduct the showing tour yourself! Offer your assistance and be very accommodating. Most agents would prefer to do the walk-thru without the sellers. Be available for questions. If your not home leave your cell number so they can contact you.