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# Set the Stage

## Appointments and Open Houses

### BE NEAT

If you desire the optimum dollar for your home then your home must sparkle. Have you ever entered into a home where the beds were unmade, toys and clothes were strewn about, the garbage was overflowing on to the floor, and last night's fish dinner was still evident in the air? Did you feel that this home was neglected? Probably. Would you be prepared to write a full price offer on this home? Not likely. The old axiom, "cleanliness is next to Godliness" couldn't apply more.

### BE OBLIGING

Once you have listed your home, keep it readied as best as you can. Make the beds and do the dishes before you go to work. Realtors do try to give homeowners a reasonable period of time to prepare their home for a showing but sometimes

this is not always possible. There will always be someone that will want to view it on the spur of the moment. It is best to try to accommodate Realtors and their clients because you DO want as many buyers to view your home as possible. More buyers equate to more offers and higher prices. If you make your home difficult to show, especially in a buyer's market, some Realtors will not bother showing it. After all, you have lots of competition. Out-of-town buyers are sometimes unable to come back at a different time. Where at all possible, try to be obliging.

If you are at home when the showing occurs . . . **TURN ON ALL THE LIGHTS!** Your home will show much, much better if it appears to be bright and spacious. Lights give this illusion. It is especially important to light up basements where it is much darker and sometimes difficult to find the light switches. No one appreciates groping about in the dark and tripping over furniture or boxes. For daytime showings, be sure the drapes and blinds are open to allow in as much natural light as possible.

**ODORS.** Use air fresheners or potpourri in closets, bathrooms and the kitchen or where needed to remove smoking, cooking or pet smells. Strong offensive odors in a home dissuade many a buyer from purchasing. Coffee brewing or cinnamon sticks simmering on the stove are a delightful camouflage.

**MUSIC.** Very soft background music can be pleasing. Be careful that you do not drown out the Realtor and the buyer's conversation. Even Beethoven can be annoying if played too loudly.

**LIT FIREPLACES** provide for a warm and friendly atmosphere in any home. If the weather is cold, snowy or wet, this extra touch is most pleasurable.

**HEAT.** Keep your home at a comfortable temperature even when you are at work. Buyers do not wish to linger in a frigid house. If you have air conditioning and the weather is warm and sultry, have it operating.