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for a FREE  
Home Evaluation  
604-725-1258

# Showing Your Home

## When an Appointment is Made

Your REALTOR® may or may not be present at the appointments depending on your wishes. Sometimes REALTORS® are asked to be in two places at the same time, so, of course, this is not possible. Be obliging if your sales representative asks you to let the Buyer and the Buyer's REALTOR® in your home without him/her present. It is much more important that your home be shown to the prospective Buyer than it is for your REALTOR® to be there. After all, it is the Buyer's sales representative that has developed a rapport with the Buyers and knows what is important to them. The Buyer's REALTOR® will also already have a fact sheet on your property.

## Timing

REALTORS® do try their best to be on time, however, having said that, it is not always possible. If a Buyer's agent has lined up a tour of homes for his client, he/she sometimes will run either a bit early or a bit late. Try to be as accommodating as you can.

## 2nd Showings

An interested Buyer that has already seen your home once will often want to come back a second or even third time for a more thorough and closer inspection.

These are the most important appointments of all as they often, but not always, result in an offer. Try to be out for these so that the Buyer feels undisturbed as he/she takes another view of your home.

## Pets

Most people love their own dogs, but justifiably they don't want to be sniffed, jumped on, barked or snarled at by yours. Keep Bruno with you on a leash or temporarily tied up in the yard. Even if Fifi is harmless, these "ankle biters" can still leave a dent. Some people have pet allergies so try to keep them at a distance.

## Children

As sweet and lovable as your little darlings are, they can be most disconcerting at times. Try to limit noise. Older children can be asked to be quiet and to stay away from the REALTOR® and Buyers so as not to interrupt the flow of the conversation.



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## Strangers

Sometimes people will see the “For Sale” sign and knock on your door and ask to be allowed to view your home. Firmly say no and request that they contact your REALTOR® for an appointment. After all, you wouldn't normally invite a stranger into your home, so please don't do so now.



## Valuables

Place all expensive jewellery and valuable keepsakes in a safety deposit box while your home is on the market. Although there isn't a high incidence of theft, there is always this possibility especially when you have an “open house”.



## Should You Leave?

The choice is really yours. There are pros and cons to each option. It is sometimes very helpful to have an owner answer questions regarding the ages of the neighbourhood children, where the nearest schools and parks are, etc.

The flip side is that most Buyers are intimidated with your presence and will not freely open closets or drawers or even enter a room where you are.

If you choose to remain at home, have the family congregate in the living for family room, watch T.V. and stay there until the Buyers leave. Most showings take very little time (5 to 20 minutes) so this shouldn't be too much of an inconvenience.

## Buyer/Seller Discourse

It is preferable to keep conversations to a minimum.

Buyers often ask owners awkward questions as to what is and what is not included in the sale usually referring to the fridge, stove, drapes, etc.

Sellers, on the other hand, often get overzealous with their avid and lengthy description of when the roof leaked ten years before or when Uncle Charlie renovated the kitchen. Many Sellers have talked themselves right out of a sale.

Be friendly, but diplomatic and let the REALTORS® do the talking. Real estate sales people have learned the art of negotiation through years of hands-on experience and involvement—please let them do their job.

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