

## Homeowner Showing Tips

### 1. Security

- ☐ ALWAYS ask for the buyer agent's name and their company so you can verify who they are before giving them access.
- ☐ ALWAYS lock away your valuable personal belongings, financial documents, and medications.
- ☐ Leave a sign-in sheet and ask the agent to sign or leave their business card during the showing.
- ☐ If a buyer directly reaches out to you without an agent, you have to accompany the buyer. Do NOT give them lockbox combo or direct access.
- ☐ You are encouraged to use smart locks or other home security system.

### 2. Convenience

- ☐ Make sure your home is available for all potential buyers the maximum amount of time.
- ☐ Prepare to answer any phone calls, texts or emails as soon as they come in, as opportunities could evaporate quickly.
- ☐ The most ideal way for buyer agents to show your home is by setting up a lockbox.
- ☐ When buyer agents schedule a showing time, they could run early or late. Prepare to accommodate a wider time window. Or require that the agent call ahead if they can't keep the time.
- ☐ Rather than asking buyers to take off their shoes before entering, it's better to prepare a basket of disposable shoe covers at the door.

### 3. Privacy

- ☐ When potential buyers view your home, the WORST THING you can do is to follow them closely. Let the buyers tour your home at their own pace.
- ☐ If buyer has an agent, do not show up at the showing, or simply open the door and leave. If buyer does not have an agent, just give them a brief introduction, and wait at a corner of your home.
- ☐ You are still free to ask for their feedback after the showing, though.

### 4. Last-minute Staging

If the buyer gives really short notice before the showing, consider at least doing the following:

- ☐ Remove all garbage and obvious clutter
- ☐ Make the bed
- ☐ Turn on all the lights
- ☐ Pull back curtains/shades/blinds
- ☐ Quick vacuum of frequently traveled area
- ☐ Let the air flow
- ☐ Close the toilet lid
- ☐ Light Febreze always help