

4 Home Showing Mistakes and how to avoid them

When you're showing your home to a potential buyer, you obviously want to make the best impression possible. You don't want to make a mistake, and miss out on an opportunity to sell. So here are some of the most common home viewing blunders and how to avoid them:

1. Being inflexible with scheduling

Don't be too strict about when you're willing to schedule a viewing. After all, if a buyer is unable to see your home in the times you've allotted, they're not going to buy. Be as accommodating as possible. Sure, it can be inconvenient to okay a viewing on an hour's notice, but if that buyer ultimately purchases your home, it's worth it.

2. Hovering

It's natural to want to guide buyers through your home and give them the tour. Regardless of your good intentions, however, this can make a buyer feel uncomfortable and even intimidated.

Be available to answer questions, but let buyers explore your home at their own pace and on their own.

3. Not preparing your home

You don't necessarily have to make your home "guest ready", especially if the viewing is on short notice. But you should make your home as clean and tidy as possible.

To set the right atmosphere, ensure that all rooms are well lit, especially the basement. Turn off any televisions and put on soft background music.

4. Rushing buyers

Don't. Even if a buyer goes a little overtime, be patient. If a buyer spends extra time in your home during a viewing, it may be because he or she is seriously interested in making an offer!

Have a question about selling your home? Call today.

Give Your Outdoor Space a Wash & Haircut

When preparing a home for sale, most people focus on making the inside look as appealing as possible. But the outside of your property deserves your attention too. After all, it's the first thing a potential buyer sees.

You can dramatically improve the appearance of your property by giving it a "wash and haircut"!

Clean the driveway, walkways and deck or patio. A pressure washer — which can be rented from most home improvement centers — works best. But you can do nearly as good a job with a water hose and walkway cleaner.

Trim hedges and shrubs. Mow the lawn. Pull any weeds out of flower beds.

These small measures will help you make the best first impression on buyers.

Think, Act... Live!

"History has demonstrated that the most notable winners usually encountered heartbreaking obstacles before they triumphed. They won because they refused to become discouraged by their defeats."

B.C. Forbes

"You have to measure what you want more of."

Charles Coonradt

"Starting out to make money is the greatest mistake in life. Do what you feel you have a flair for doing, and if you are good enough at it, the money will come."

Greer Garson