



Collingbourne Group

30 + Years of Real Estate Excellence

Prepare for a Showing

**HOMES TEND TO SELL MORE QUICKLY
AND FOR HIGHER PRICES
WHEN THEY SHOW THEIR BEST!**

It's very important that your home shows well. We're also aware that it can't always be perfect. After all, you and your family must live there, too. Develop a routine that will allow you to pick up and be prepared to show in a reasonable period without duress... a 45 minute countdown, for example. This means that certain things must be done in advance. For example, beds should be made up first thing in the morning and dirty dishes should be put in the dishwasher after use so you needn't rush around tending to these issues at the last moment. This way, you can prepare for each showing in an organized and hassle-free routine.

BEFORE EACH SHOWING...

Pick up every room! Check counters, floors, halls and stairs. Straighten-up newspapers, magazines, mail, toys, clothing, glasses and dishes.

Turn on all lights! Even those in closets and storage rooms. Electric lights have an amazing affect on creating an illusion of lightness, airiness and largeness.

Open all drapes, shades and blinds! Do all you can to create a light and bright ambiance.

The kitchen: Be sure all countertops are clear and squeaky clean as well as the sink. Dirty dishes should be in the dishwasher or cleaned and put away.

Clean Air: Keep air fresheners in closets, bathrooms and basement. Be careful to keep kitchen odors fresh; brew coffee or have something baking in the oven to provide a lasting, inviting affect.

Music, music, music! You may not be able to have fresh baked goods cooling on the counter, but soft, pleasant background music may be very effective.

Fireplace: A warm, cozy fire may be just the extra touch that turns the trick.

Air conditioning: If the weather is warm and sultry, make sure it is on and comfortable inside.

Bathrooms: Keep a set of fresh, attractive towels in each bathroom that you can change instantly.

Entryway: It's the first and last impression that your buyers will have of your home. Make it a good one! Add a plant or flower arrangement to welcome your guests.

*Prepare well for your showings!
Set the stage!*

*Make the best first impression possible!
Treat each prospective buyer as a guest!*

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