



Showing Tips for Sellers

Get your listing in showing shape with these simple tips.

to getting a house ready for showings. Even if they've sold before, it's often difficult for them to evaluate their own home. That's where you can help.

Lighten up. Some people like to live in dark houses. Leave the shades up and the drapes opened. Homes show so much better with light. –Teresa Boardman, Saint Paul Home Realty, St. Paul, Minn.

Size up the competition. Walk through model homes in your area to see what professionally staged homes look like. You can get a variety of great ideas to prepare your home for sale. –Randy Schulenburg, Mortgage 1st Realty Inc., Elgin, Ill.

Define the space. Creatively define each space to highlight its use. Create a mudroom that is neat and orderly, a home office workspace, or a kids afterschool room with chalk boards and desks. –Elizabeth Lord, Carolina Farms & Estates, York, S.C.

Add simple curb appeal. Thoroughly clear all little branches, rake the leaves, and trim the bushes. Every landscaping detail proves that you care, and this translates to buyer appeal! –Beverly Carlson, Carlson Properties, Abilene, Texas

Give it a power wash. I bought a power washer three years ago, and what a great investment. I always offer it to my clients. You'd be surprised how much better a house looks after a good bath—especially the garage doors. –Jim Cheney, Saint Francis Property, Santa Rosa, Calif.