A GUIDE FOR SELLERS · CONNECTICUT

Before Every Showing

The 15-minute checklist to keep on the fridge

Once the house is ready, keeping it ready is the hard part. This is the short list. Most of it takes fifteen minutes once you've done it a couple of times.

Right before you leave

- [ ] Every light on, lamps included
- [ ] Blinds and curtains open
- [ ] Beds made; fresh towels folded in the bathrooms
- [ ] Counters clear, dishes away, sink empty
- [ ] Trash and recycling out
- [ ] Toilet lids down
- [ ] A comfortable temperature: not too warm, not too cool
- [ ] Fresh-smelling, with nothing strong: no cooking smells, no heavy air fresheners

Put away

- [ ] Valuables, jewelry and cash
- [ ] Medications, mail and personal papers
- [ ] Laptops, tablets and small electronics
- [ ] Pet bowls, beds and litter boxes
- [ ] Laundry, shoes and coats by the door

On your way out

- [ ] Pets out with you or crated, with a note on the crate
- [ ] Cars out of the driveway if you can
- [ ] Doors to closets and basements unlocked
- [ ] Leave the house, and give buyers room to picture it as theirs

How showings work

Buyer agents request showings through ShowingTime. You get the request on your phone and approve it, and you choose how much notice you need. Buyers come with their own agent.

A secure electronic lockbox logs every entry, so we know exactly who was inside and when.

I usually won't be at showings. That's normal, and it's better for you: buyers talk more freely and stay longer when the seller's agent isn't in the room. I'm always reachable, though.

After the showing

I follow up with every buyer agent for feedback and pass it along to you, the good and the not-so-good, so we can adjust. Every week you'll hear from me with the showings, the feedback, the online views and how the market around you is moving.

The first two weeks on the market matter most. Buyers who've been waiting for a home like yours see it right away, so that's when it pays to say yes to as many showings as you can.

> Last-minute showing request and the house isn't perfect? Say yes anyway. A buyer who loves the house won't mind a coffee cup in the sink.



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General information about Connecticut practice, not legal, tax or financial advice. Every home and every transaction is different.