



## Frequently Asked Sellers Questions

- ***If someone wants to see my home, how will I be notified?***

I use Showing Time to manage showing requests. If an agent wants to show your home, you will receive a text and an email address with the date, time, etc. You can confirm or decline the showing request from your phone or computer.

- ***How much notice will I have before a showing?***

This varies greatly! An agent or buyer may drive by your home and hope to see it right away – you will still get a showing request through Showing Time if this happens. More often, you will have at least a few hours notice. If you know you need a certain amount of time to get your house ready, I can that up so that you do not get last minute showing requests.

- ***How long will a buyer spend at my home?***

This varies greatly depending on how much the buyer likes your home and their schedule for the day (the number of houses they are seeing that day, may affect the time they spend at your house). If they arrive at your home and realize it won't work for them (maybe the driveway is too steep, or they don't care for the neighborhood) they may not even go in. If they love your home, they may spend an hour or more at your home.

- ***What should I do with my pets?***

If a pet will be in the house let me know so I can tell the buyer's agent where the pet will be in the house. With dogs, it's best if they are out of the house unless they are in a kennel and they don't bark. If you have a cat, let me know if can go outside.

- ***How should I leave my house for showings?***

Leave as many lights on as possible and blinds and curtains open so your home feels bright and welcoming. Make sure the temperature is set so that the buyer is comfortable. You don't want them rushing through in the winter because they are freezing!

Some buyers are very sensitives to odors so consider what you are cooking before you leave the house. It is a good idea to open windows and doors to air out your house before a showing – weather permitting of course. I think a plug in on each level is a good idea, but don't go overboard and put one in every room. I like some of the clean scents from Bath and Body Works – for example eucalyptus spearmint or linen and lavender.

- ***Will I know when the showing is over?***

Probably not, unless you are in the neighborhood and see the buyers leave. Sometimes an agent will be showing 5-10 homes and they will not be able to communicate the end of each showing to the listing agent.

- ***What if I get locked out?***

If there is a door that you do not want someone to lock, for example the door between the garage and the house, please put tape over the lock and a note close by saying "do not lock". In addition, if

you usually use the garage, it is a good idea to have a door key as well - even with a note, mistakes happen.

- ***How do I know if my home was shown?***

I ask agents to turn off the lights, however occasionally these instructions are ignored, and the lights are left on. Some agents will leave a card in the kitchen.

- ***Will I receive feedback from the showing?***

At least 50% of the time you will. I attempt to reach the agent who showed your home at least four times. If they provide written feedback, I will forward that to you through Showing Time. If an agent doesn't respond, it's safe to assume their buyers aren't interested.

