

Your Realtor:



REAL ESTATE Update™

The Mr. Real Estate
Team



Be a No-Show At Showings

It's 6:30 p.m. on a lazy Sunday evening. You've finished dinner, washed the dishes and settled in front of the television, when the telephone rings. Your REALTOR® has an opportunity to show your home to an out-of-town buyer who's stopping by a few more properties before catching a late flight out of town. Should you hang around while the buyers go through your home? Or should you head out for a frozen yogurt or take the dog for an extra walk? Making yourself scarce and letting your agent show your home is probably in your best interest. Here are a few reasons why:

- **Buyers are uncomfortable when the seller is present.**

Remember how you felt when you were walking through other people's homes shopping for the one you decided to buy? You probably felt a bit intimidated or reluctant to spend much time in a home when the seller was at home. If you clear out, prospective buyers will be more inclined to give your home their full attention and consideration.

- **Sellers usually say something they shouldn't.**

Are you moving because your home is too small for you? Or too large? Is your beautiful front lawn or refreshing swimming pool expensive to maintain? Did your neighbors balk at sharing the cost of repairing your boundary fence last year? Revealing this type of innocent-sounding information to prospective buyers may give them pause. Similarly, simply disclosing your motivation for moving can give buyers an edge at the negotiating table.

- **Leaving is less stressful than staying.**

Selling a personal residence is an emotional experience for most people, regardless of their reasons for moving. There really aren't any compelling reasons to put yourself through the trauma of watching strangers wander through your home and listening to their criticisms or redecorating plans.

- Realtor is able to discuss likes and dislikes.

Most Realtors feel they are better able to show a home and discuss likes and dislikes when the seller is off the premises. When showing a home to a buying client I always request that the owners not be present. By the way, this considerations apply to weekend open houses and broker-only events as well as private one-on-one showings to individual buyers.



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Note: If this article generates additional questions or a need for additional information, the following link will allow you to ask your question(s), request additional information or make comments. It is not my intent to bug you with unwanted phone calls, emails, or text messages! It is my intent to allow you to benefit from my 35+ years real estate activity and to give you a buying experience beyond your expectations!

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