



MY SHOWING GUIDE

You Only Get One Chance to Make a First Impression

Every time a buyer walks through your home, you're getting another opportunity to make them fall in love with it.

Your goal isn't to make your home look like nobody lives there.

Your goal is to make buyers feel like they could live there.

A clean, comfortable, bright, welcoming home helps buyers focus on the things they love instead of the things they need to overlook.

Here are my favorite showing tips—and, more importantly, why they matter.



RULE #1: TURN ON EVERY LIGHT

Yes. Every single one.

Turn on lamps, ceiling lights, under-cabinet lighting, closet lights, basement lights, bathroom lights—everything.

Why?

Bright rooms feel more welcoming, more spacious, and easier to explore.

A dark room can make a perfectly good space feel smaller or less inviting.

Don't make the buyer have to flip a switch to see what they came to see.



RULE #2: OPEN THE BLINDS & CURTAINS

Let the natural light in!

Open blinds and curtains throughout the home before you leave.

Why?

Natural light makes rooms feel larger, brighter, and more cheerful.

It also allows buyers to see the view outside—which may be one of your home's best features.

If you've got a great view, show it off!



RULE #3: MAKE THE HOME COMFORTABLE

Set your thermostat to a comfortable temperature before leaving.

Why?

Buyers should be thinking:

"I could live here."

Not:

"Why is it so hot in here?"

Temperature is one of those things people notice immediately—even when they don't realize they're noticing it.

RULE #4: CLEAR THE EVERYDAY CLUTTER

You don't have to hide every sign that someone lives there.

But put away the things that make the home feel busy.

Why?

Buyers need to be able to see the space, not your stuff.

Clear kitchen counters.

Straighten furniture.

Put away piles of mail.

Tidy entryways.

Keep surfaces simple.

The less visual clutter, the more spacious your home feels.

RULE #5: MAKE THE BEDS

Yes, even if you are leaving for 20 minutes.

Why?

Bedrooms should feel comfortable, calm, and inviting.

A made bed instantly makes a room look more finished.

Think "come in and relax", not "I was just sleeping here five minutes ago."

RULE #6: MAKE THE BATHROOMS

SPARKLE

Put away toiletries.

Close toilet lids.

Hang fresh towels.

Clear the counters.

Empty the trash.

Why?

Buyers often associate a clean bathroom with a well-maintained home.

A sparkling bathroom quietly says:

"This home has been cared for."

And nobody wants to imagine someone else's toothpaste collection while they're trying to picture their new bathroom. 😊

RULE #7: TAKE YOUR PETS WITH YOU WHENEVER POSSIBLE

I know. They're adorable.

But buyers need to be able to concentrate on the house.

Why?

Some buyers are nervous around animals. Some have allergies. Some may simply be distracted by a friendly pet who desperately wants to meet them.

And even the world's sweetest dog can make a buyer remember the dog instead of the house.

If you can't take your pet with you, secure them safely in accordance with your showing instructions.

RULE #8: TAKE YOUR VALUABLES & MEDICATIONS WITH YOU

Before every showing, secure:

- Prescription medications

- Jewelry
- Cash and checkbooks
- Passports and important documents
- Small electronics
- Sentimental items
- Anything you would be upset to lose

Why?

Most people who tour your home are wonderful.

But during a showing, you're allowing people you don't know into your home.

A few minutes of preparation can give you a lot of peace of mind.

That's why I recommend keeping a Showing Bin ready to go.

Grab it, put it in the car, and go.



RULE #9: DON'T LEAVE THE KITCHEN LOOKING LIKE YOU JUST LEFT BREAKFAST

Empty the sink.

Wipe the counters.

Put away dishes.

Straighten the dining area.

Why?

The kitchen is one of the rooms buyers pay close attention to.

A clean, organized kitchen makes the counters, cabinets, flooring, and overall space easier to appreciate.



RULE #10: DO ONE LAST WALKTHROUGH

Before you pull out of the driveway, take 60 seconds and look around.

Lights?

Blinds?

Beds?

Counters?

Pets?

Medications?

Trash?

Temperature?

Why?

You know your home better than anyone.

That final walkthrough catches the little things that are easy to forget when you're trying to get everyone out the door.

ONE LAST THING...

Let the house sell the house.

Once you've done your part, leave the home and let the buyers explore.

Give them room to open closets, look at the backyard, imagine where their furniture might go, and picture themselves living there.

You don't need to tell them how wonderful your home is.

You've already done the work to show them.

YOUR BEFORE-EVERY-SHOWING CHECKLIST

Want the quick version?

Use my Before Every Showing Checklist to make sure you've taken care of the important details before you leave. Go to the resource section to download or open.

Very Professional. Always Personable.

**For more complimentary home selling resources, visit
www.karynmurphy.com**