



Cristina
van Blommestein
Sales Representative

Direct 416 606 4663 mail@cristina.ca
Office 416 690 2181 www.cristina.ca

ROYAL LEPAGE
Estate Realty
BROKERAGE
INDEPENDENTLY OWNED AND OPERATED

Tips: Showing and inspection don'ts

Simple tips to help your showings succeed

Security first!

Protect your home and family. Showings and inspections should be by appointment only through our office. Never allow strangers into your home. If a buyer is “just driving by” and would like to see your home give them your Sales Representative’s business card and instruct them to call her for an appointment. If they are serious buyers, having to make an appointment won’t deter them from viewing your home.



Politics of appointments!

When a Realtor makes an appointment to inspect or show your home, they will do so through our office. A Co-operating Realtor should never contact you directly while your property is listed for sale. If they do, inform your Sales Representative immediately. When making an appointment through our office to show or inspect your home, a Realtor must indicate whether they are doing so as a Sub-Agent, Dual Agent or Buyer Broker. After being given an appointment, before entering your home, they will present you with their business card. If you are not at home for the appointment, they will enter using the “lock box” and will leave a business card, letting your know that they were there. Never allow a Realtor into your home without seeing their business card first.



Two is company, three is a crowd!

Try not to be present for showings and inspections. Potential buyers will feel like intruders in your home and will want to “hurry through” instead of taking their time and imagining your home as theirs – which is the whole idea!

Stay in the background!

If you must be present for showings and inspections, don’t follow the buyer and Realtor through your home. Don’t try to “show” your home. The Realtor knows the buyer’s needs and desires and can better emphasize the virtues of your home when you’re not “tagging along”.



Cristina
van Blommestein
Sales Representative

Direct 416 606 4663 mail@cristina.ca
Office 416 690 2181 www.cristina.ca

ROYAL LEPAGE
Estate Realty
BROKERAGE
INDEPENDENTLY OWNED AND OPERATED

Tips: Showing and inspection don'ts

Simple tips to help your showings succeed

Silence is golden!

If you must be present for showings and inspections, be courteous and friendly, but don't try to "force" conversation with a buyer or Realtor. They are there to inspect your home.

Be it ever so humble, there's no place like home!

Never apologize for the appearance of your home. If any objections or derogatory comments are offered, let the Realtor answer them... that's their job.

Four legged family members!

A dog is a man's best friend, but not when showing your home. Keep all pets out of the way and not under foot, regardless of how "friendly" they are. Some buyer's and Realtors don't like pets and some have allergies. Don't just put Rover in the backyard. This will prevent buyers and Realtors from exploring the outside of your home. Better yet, take Rover for a walk during showings and inspections.

Don't put the cart before the horse!

Trying to sell prospective buyers any of your furniture or furnishings which you're not taking with you, before they've purchased your home, can often lose a sale... so "cool it". Remember the Word to the Wise.

Word to the wise!

Let your Sales Representative discuss the selling price, terms, possession date and other factors with the buyer or co-operating Realtor. Your Sales Representative has been trained and has the experience, so let her bring your negotiations to a satisfactory conclusion. Your comments or answers not matter how innocent they seem may lose the sale or result in a lower selling price.