

Making your home available

There is a fine line between having a home that is in perfect condition, and making it easy to show. If you really want to sell your home for top dollar, you will need to have your home perfect. But what if your home is a little out of order and someone wants to show it?

Most buyers can accept the fact that someone lives in the home. And while it would be nice if it looked like a model home, it is not necessary. The key to getting away with it is to make sure your home is clean. A little clutter is not going to bother most buyers. This is not an excuse to not try to make the home perfect all the time, but rather permission to let the home be shown as much as possible.

This does not mean that you shouldn't try for a delay of an hour or two if that will get things in order. But it is more important that most showings accommodate the buyer's timeframe.

So why cater to the buyer so much? Why can't they understand that the home needs to be show ready before they come see it? The answer has multiple facets, but the main one in my opinion is that some buyers are only in town for a short period of time. It would be terrible to miss out on a sale for not allowing it to be shown.

There is an exception to the above. If your home is an expensive home for your area, you need to have it perfect at all times. In Grants Pass area, that is any home over \$450,000. But generally speaking, the higher end buyer will make appointments and understand that it is not going to be shown without a scheduled time.

I know it is an inconvenience, but to sell quickly, and for more, you have to maintain a pretty flexible schedule and keep things picked up even when you don't expect a showing to happen. By doing this, your home will be ready to show at a moment's notice.