

Tips to Prepare For a Showing (Realtor Perspective)

1. Have info sheets
2. Have comparables on the neighborhood
3. Have area info re: schools
4. Know some history on the property & area
5. Be confident
6. Preview property
7. Arrive ahead of your client
8. Dress professionally
9. Have business cards with you
10. Make sure the sign is visible
11. Give adequate notice
12. Have stats on sales & listings
13. Clean your car
14. Be on time
15. Give good directions
16. Know where it is
17. Make sure leni is working
18. Suggest other options
19. Confirm appointment with client
20. Make sure client has a way to contact you
21. Leave a business card
22. Ask lister for additional info on property
23. Ask questions, likes & dislikes
24. Have contracts available if buyer wants to write