

SUN+**HOMES**

TREB: Readyng your home for an open house

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**TREB President Larry Cerqua.**

If you and your Realtor decide to host an open house, summer time couldn't be a more perfect time to showcase the property. There are things a seller can do to help get the most out of an open house and to help it run smoothly.

Preparing for your open house

First, you and your family should be prepared to leave for the duration of the open house. Prospective buyers will be distracted by your presence, and the same can be said for pets as well!

Also, make yourself reachable should your Realtor have any questions from prospective buyers. Following the open house, your Realtor may have gathered some feedback that you may wish to address before you host another open house. Keep an open mind, and remember to be patient, it can often take 24 to 48 hours before a buyer will express interest in the property following their visit.

An important piece of advice I would give is to declutter your home as much as possible. Keeping both inside and out clean and clutter free will help make the property look as spacious and inviting as possible. For example, you might remove some clothing from your closets, so buyers can envision hanging their latest purchase, or wash your windows and plant some flowers for added curbside appeal. Also, walk around the property to ensure there are no potential injury hazards.

Protecting your property

First and foremost, it's important that you not let others into your property without a Realtor present. Even with your Realtor present, it's best to take extra caution to be safe and it's advisable to secure or lock away your valuables. When you return home following an open house, ensure all your doors and windows are locked and all your valuables are safe. Many of the tips below may also be useful to keep in mind for any showing appointment for your property.

It might also be a good idea to remove or lock up any prescription medication, extra sets of keys and pets. Perhaps have a "go bag" of items that can't be locked up, so you can easily remove them from the home in the event of an open house or showing.

You may also want to take precautions to protect your personal information. Google your address to ensure no one has posted a fake ad about your property, and don't leave your passwords, mail or bills out in the open. It might also be a good plan to remove any family photos to protect you and your family's personal identity.

So, there you have it. Hopefully these tips will help you be more prepared for your next open house or showing and help sell your home a bit faster this summer. Good luck!

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