

Checklist for WOW-ing a Buyer during a Viewing

Imagine you were selling your car, and a prospective buyer was on the way over to see it. What would you do? You would probably make your vehicle look as clean and shiny as possible, inside and out.

The same holds true if you're selling your home and there's a potential buyer on the way. You want the buyer to be wow'd by your property. Here's a handy checklist to follow:

- Clean every room. Make your entire house look as "guest ready" as possible.
- As much as is feasible given the time, reduce clutter. Consider packing some items into boxes and storing them in the basement or garage.
- Get pets out of the house. You can take them for a walk, have a neighbour watch them, or take them to a good kennel.
- Turn on the lights, even during the day. You want each room to look bright.
- If there are any maintenance issues, such as a dripping faucet, let your Realtor know. Often, it's best for buyers to be told rather than discover such issues themselves.
- Open the curtains, except in those rooms where the sun will be uncomfortably strong during the viewing.



- Move your vehicles from the driveway so the buyer can park there. (That can help them imagine living there, which is what you want!)
- Make sure your foyer is especially clean and uncluttered. It's the first "room" the buyer visits.
- Avoid cooking just before a viewing. Even if the meal is wonderful, the aroma may linger. (Some people don't like the smell of certain dishes, such as fish.)
- Freshen up the outdoor space. Mow the lawn. Sweep the walkway.

This viewing checklist will help you prepare your home quickly, so when the buyer comes in your front door, there's a much better chance he or she will be impressed.

Exiting Through a Window in an Emergency

Hopefully, this will never happen to you. But, there are circumstances – a fire, for example – when you and your family would need to exit through a window.

It pays to be prepared for that eventuality.

Your first step is to determine which windows are safe to use as an exit. There should be at least one on each level.

The windows you select will need to provide enough space for a person to climb through (at least a 20 inch opening). Make sure

everyone knows which windows are "safe exit" windows, and how to open them. Keep in mind that windows may have screens, so ensure everyone knows how to remove those as well.

For a second floor window, consider purchasing a portable escape ladder. These are compact and easily stowed in a closet or under a bed. When you need it, it hangs off the sill and expands into a ladder all the way to the ground. It's not designed

for everyday use, but it will get you and your family out!

Rehearsal is a good idea. You want everyone to know how to get to the nearest "safe exit" window – especially in the dark.

Finally, keep your windows in a good state of repair. According to the National Fire Safety Association, windows should open easily for everyone, and should not have anything in front of them that will prevent or delay a quick exit.

Think, Act... Live!

"The most certain way to succeed is always to try just one more time." [Thomas Edison](#)

"Whatever you are, be a good one." [Abraham Lincoln](#)

"One important key to success is self-confidence. An important key to self-confidence is preparation." [Arthur Ashe](#)