

CSS SHOWING TIPS

Use A LockBox On Your Home.

Homes with lockboxes have almost 60% more showings than homes without lockboxes over the same period of time.

Use A Reliable Answering Machine.

An unreliable answering machine can mean missed notifications about showings. Make sure you check your answering machine on a regular basis.

Communicate With Others In Household About Showings.

Most problems with showings come from one person in the family not receiving notification about a showing from another member of the family. Be sure children and teenagers know the importance of relaying dates and times of showings to other members of the family.

Always Have Your Home Ready To Show (as best as you can).

This is probably the hardest to do. Keeping your home in good showing condition can not only improve the quality of each showing, but also reduces your stress. When CSS calls about an agent that has a buyer that is "in the area", you won't have to frantically try to clean up. For more specific tips on keeping your home in good showing form, visit: www.realtytimes.com/rtnews/rtcpages/20000628_showing.htm.

Be Prepared for "Drive-Up" Showings.

Realtors prepare tours for their buyers ahead of time. Often, however, their buyer will see a house for sale that was not on their tour. CSS makes it much easier for that REALTOR® to then schedule that showing appointment. Be aware that this may happen to you. Often these spontaneous showings are the ones that sell your home. CSS defines a "drive-up" showing as a REALTOR® requesting a showing appointment within 20 minutes of the scheduled show time.

Have One (or two) Primary Phone Number(s) To Call.

Having one phone number to call for notification or approval reduces the chances of problems with showings. We will call more than one number, but it can increase the number of problems that are associated with showings.

How to Potentially Increase Showings:

- Put your home on electronic lock box (if available)
- Allow showings whenever possible, even when your home is not in *perfect* showing condition or someone is asleep in one bedroom
- Try not to restrict showing times

How You Could Lose Showings:

- Rescheduling/declining showings
- Requiring advanced notice
- Restricting available showing times



CSS recognizes that selling your home can be a long, frustrating process. CSS, in conjunction with your REALTOR®, is striving to make that process as quick and painless as possible.