

EXHIBITION

Valuable recommendations before the important exhibition....



The estate agent has extended experience from exhibiting prospects for sale and is also aware of aspects that the seller should bare in mind before an exhibition. The role of the agent is to describe the property in an impartial way.

At the exhibition..

.. it is the Estate agent who takes care of the clients and answers their questions. You as seller should not be at home, if you are - keep behind the scene and let the agent do his work.

Unannounced clients

If you have the time and possibility, show the property to the clients but refer to the Estate agent, who will book time for a proper exhibition, will also answer possible questions regarding price, loan and possession date for instance.

Do not show an empty property

Experience show that an empty property is difficult to sell and often at a lower price than a furbished

property. The property may be comprehended as desert and cold far away from the pleasant home feeling which is essential.

First impression most important

Make sure the lawn is mowed, the border of flowers cut and in wintertime the snow is shovelled away and porches and entrances sanded. Switch on the garden lights – that gives a nice and welcoming light during the darker season.

The atmosphere

A clean and tidy home makes a stronger impression about property standard. If you have the inner lights switched on you strengthen the impression of having an attractive and pleasant home.

Peace and quiet

When showing a property it is important that there is piece and quiet. Create a nice atmosphere around your home, turn off the radio, T.V and other equipment, it should be possible to have a conversation without raising your voice.

Maintenance

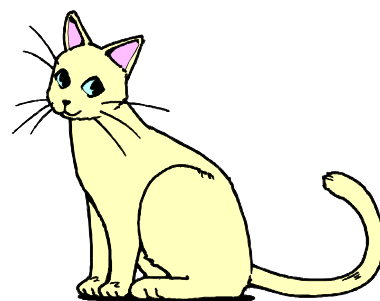
Small defects can give the impression of neglected maintenance and may lower the value of the property. Adjust smaller defects such as dropping taps. Never try to hide damages with paint or wallpaper!

Attic, basement and wardrobes

If possible try to stow away to strengthen the impression of having a spatial and capacious home. Make sure everything is well arranged- it is the complete impression that gives the impact.

Kitchen and bathroom

These rooms are subject to a lot of attention as they are very expensive to renovate. It is therefor essential that the bathroom and kitchen are clean and fresh.



Bedroom

To make a good impression it is essential that the beds are made, the rooms are tidy, the wardrobes are closed and that the room has been aired.

Pets

Bear in mind that the pets should rather not attend the exhibition.

