

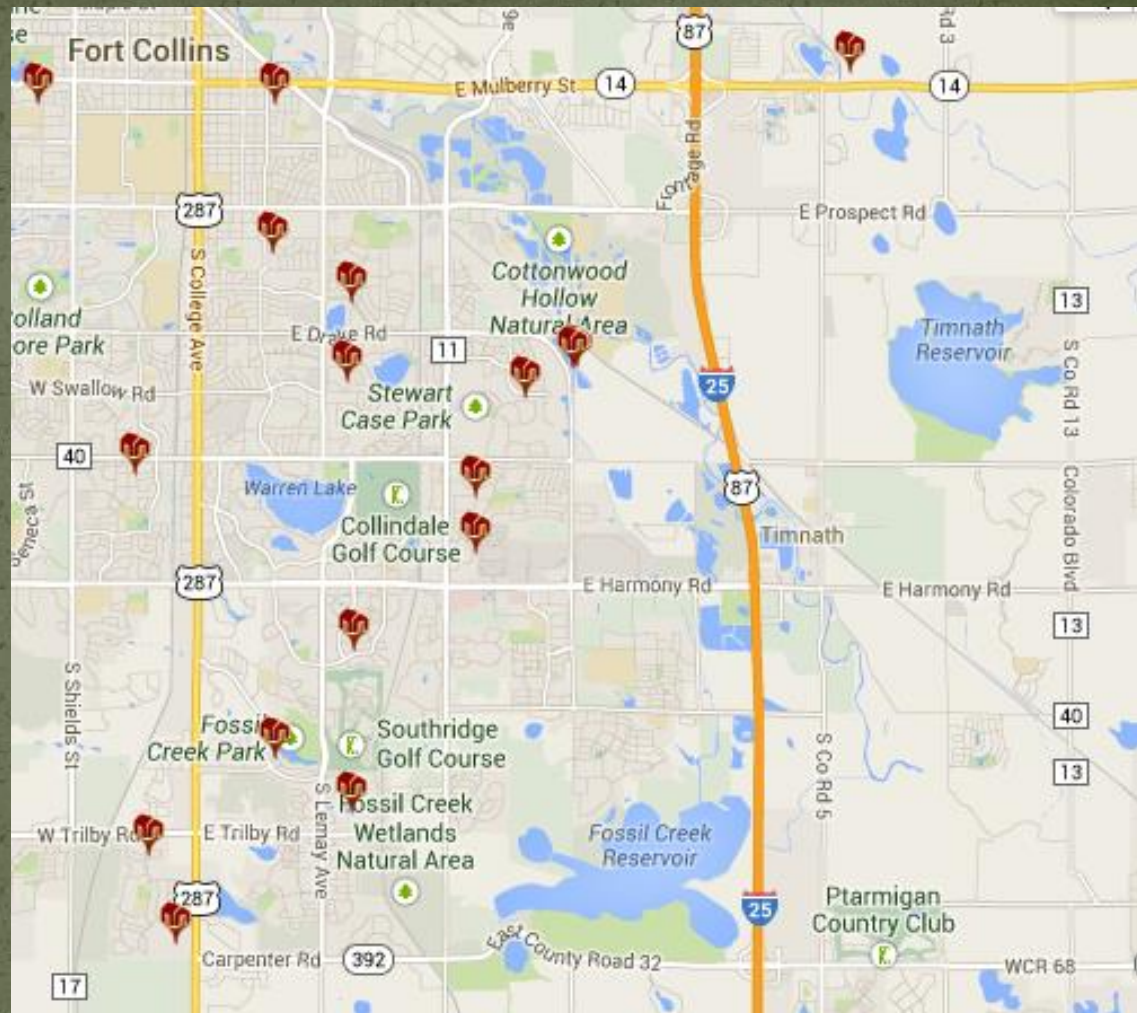
MODULE: Showing Property

**NOW
SHOWING**



MODULE: Showing Property

What are the biggest challenges (real or perceived) of showing property to prospective buyers?



MODULE: Showing Property

You're
walking a
fine line
between
competing
priorities.



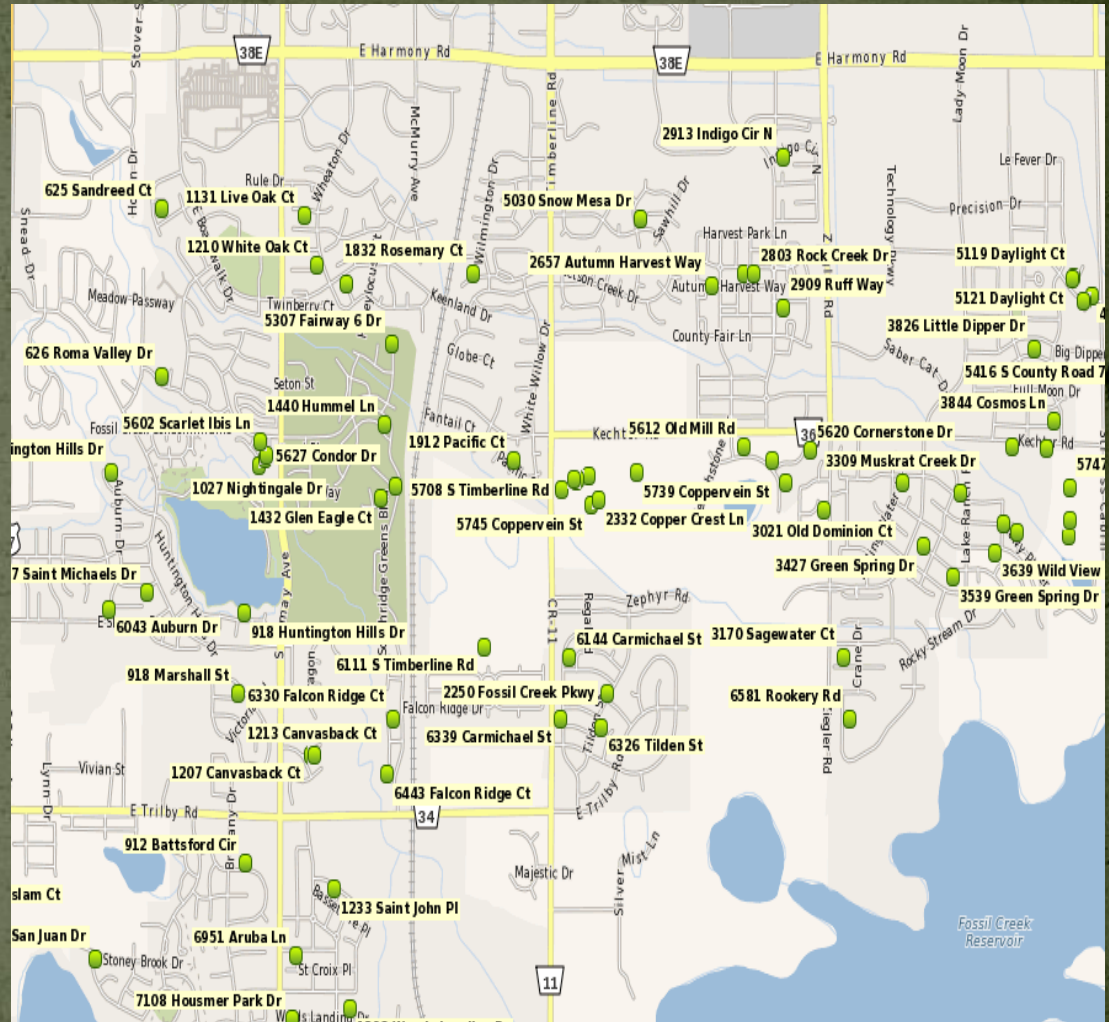
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With low inventory markets, you may not have more than just a couple of homes to show on any given day.



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With high inventory markets, you may have dozens of homes that fit the Buyer's needs.



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You're buyer isn't competing with the seller – your buyer is competing with all the other buyers out there looking for the same property.



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Remember to point out the stuff that is often overlooked by over-eager homebuyers



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Step by Step to Successful Showings:

1. Select the properties to show (carts rock!)
2. Map them
3. Determine Showing order/timing (no more than 1 ½ hours for Sellers to be out).
4. Group according to brokerage & or showing service
5. Call to set times and get entry codes and showing instructions (write it down)
6. Create showing tour (paper or digital)
7. Have plenty of business cards
8. Make notes and leave time to give feedback to listing agent

