



Keeping Your Sanity When Selling

[1] Buy a big plastic tub for each room. When a prospective buyer is on the way, de-clutter by throwing unattractive essentials like toys and toothbrushes into the tubs, then stow the tubs in the garage or a closet.

[2] Develop an escape plan. Decide in advance where you'll go when potential buyers are on the way over. It doesn't have to be far — taking a walk through the neighborhood is probably good enough. Or get in your car & drive down the block & watch the house so you can return when the buyers leave.

[3] Be flexible about showing times. Setting severe limitations makes it harder to sell a home.

[4] Use a lockbox. Even when the showing instructions in the Multiple Listing Service indicate that practitioners are to call sellers before showing, there are likely to be drop-ins.

[5] Unless it is absolutely necessary, listing associates shouldn't be there for every showing because it makes it very difficult to find a time that works for everyone.