



7 UNWRITTEN ETIQUETTE RULES EVERY HOME SELLER SHOULD KNOW

If you're trying to sell your home, you've probably scrutinized it, staged it, and scrubbed it down from floorboards to rooftop as if the folks from Architectural Digest were stopping by for a cover shoot. OK, so it's in immaculate shape—but your home isn't the only thing under scrutiny here. You are, too! That's right: No matter how nice your home is, your behavior can also affect how buyers feel about making an offer.

Here are the unwritten etiquette rules sellers should follow to show their home—and themselves—in the best possible light.

1. Leave

Sure, you're dying to know if prospective buyers will love what you've done with the kitchen, but REALTORS® agree sellers should not be there lurking in the shadows during an open house or showing. Buyers don't feel as comfortable when the owner is at the home watching their every move. So take a powder. Or at least hide.

2. Take Your Pets With You

In addition to having allergies, some home shoppers may not be in the market for a run-in with an animal they don't know. Don't alienate would-be purchasers by forcing your pets on them.

3. Move Your Car

Make it easy for visitors to park and view the home. No one likes parking issues. Having them is a sure way to get a viewing off to a bad start. In fact, if potential buyers have to park a block away and walk, they may just skip taking the tour of your home. Or if they're willing to make the hike, they may be in a lousy mood by the time they enter your home. Why risk it?

4. Offer Some Refreshments

House hunters can get parched and peckish. You can help. Putting out a few small bottled waters in a small bowl of ice is always appreciated, along with some light, easy grab-and-go sort of refreshments like mints or cookies.

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5. Be Patient Waiting For Feedback

Of course, you're dying to know what buyers thought of your home, but that information may not flow back to you instantaneously. Buyers often want to process what they've seen and think it over before making an offer. If one comes through, don't worry, you'll hear about it! It is reasonable to ask for feedback from your Realtor after the showing, but understand it may take a day or two for the buyer's agent to respond.

6. Don't Be Greedy

Who doesn't want top dollar for their home? But an unwillingness to negotiate can kill a possible deal and keep your home on the market long after you were hoping to be unpacking at your new place. Focusing on your bottom line is always important, but greed can lead to disaster. Remember a little of something is better than a lot of nothing. Generosity will lead you to your promise land.

7. Listen To The Professionals

If your REALTOR® has some suggestions for improvements that may help sell the home faster, take them to heart but don't take them personally. Don't shoot the messenger. Keep emotions out and listen to what a licensed, trained, professional has to say about the house, be it a REALTOR® or an inspector. It's immature and unmannerly not to be able to take criticism and be able to move on.

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