



## On the Market/Receiving an Offer

Keep the house neat and tidy at all times. Be aware of strong cooking odors (fish, onions, cabbage, etc) and pet odors—they are not welcoming to buyers. Make sure pets are removed or kenneled (laundry room is usually a good place). Pet lovers will focus on your pet and people who don't like pets will be turned off by a loud pet or one that is roaming the house—either way is not a benefit to you.

Be available to respond to showing requests via email, text or phone (whatever method you've agreed upon). Do not decline showings unless it is absolutely necessary. Do NOT be present for showings. This is very awkward for a buyer and they will not spend much time in your house.

Make sure you have secured all of your valuables and the temperature of the house is comfortable (cool in summer, warm in winter). You can leave ceiling fans on if you'd like, but box fans or other types of alternative cooling should not be visible at all.

Once we receive an offer, I will do an estimated seller's net sheet for you. If we receive multiple offers, I will put them all on a spreadsheet for us to discuss together. I will help you through the offer process but it is your house and any offer you accept or decline is ultimately your decision.

Be aware that it is customary—not required-- for sellers to pay for an owner's title policy and home warranty. I will include those in your estimated net proceeds.

Curtains, rods, tv mounts, speaker mounts, etc are attached to the property and convey with the property unless otherwise specified in the contract. If you need a tool to remove it, it stays with the house.

Continue to accept showings until we have a signed contract.