

# Okanagan's Home Team



Greg Kalyniuk

## Tips on Selling Your Home Privately

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[www.okhometeam.ca](http://www.okhometeam.ca)



### OPEN HOUSES

Open houses allow you to provide access to a number of buyers at the same time so that you don't have to be available at all times of the day and night. Open houses are usually held for 2 or 3 hours on a Saturday or Sunday afternoon, although weekday evening events can be effective also. When hosting an Open House ensure that your home is looking its best. Please refer to the flyer "Preparing Your Home for Sale" for ways to spruce up your home.

Here are a few tips to make your open house a wonderful experience for everyone.

#### **VALUABLES**

Remove or lock away valuables, particularly small items that can be easily pocketed. Items such as jewelry, coins and cash, CD's and DVD's should be considered.

#### **GUEST INFORMATION**

Request the name, address and telephone number of every visitor and make an attempt to accompany each person as they walk through your home. A guest register is a good way to keep track.

#### **COAT, BOOT STORAGE**

In wet or messy weather provide lots of storage for guests to hang their coats, boots, and umbrellas.

#### **ODOUR CONTROL**

Avoid cooking foods with strong aromas, such as fish, before an open house. The fragrance of fresh-baked bread or cookies can enhance the positive feel of your home. Consider providing complimentary cookies for your guests as they leave.

#### **FEATURE SHEETS**

Feature sheets showcase the selling features of your home and include pictures and important details for prospective buyers. Place copies of these feature sheets in a prominent area such as a dining room table or kitchen counter. Feature sheets are also a great way for buyers to compare your home with other homes that they might see.

For a complimentary set of Feature Sheets, please feel free to contact me. Once again, this is a FREE service with no obligations.

**In return, all I ask is that if you decide to list your home with a REALTOR, you give me an opportunity to meet with you to explain how I go about selling homes.**



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