

New Real Estate Agent Guide: **Home Showing Tips to Guide You to a Sale**

When you show houses that are a great fit, you increase your chances of having your client find their dream home. This positive experience will make them feel confident in referring their family and friends to you when it's time for them to find their dream home!

Follow the tips below to help prepare your clients during and after their first home visit.



Tips to Follow During a Showing:

- ✓ Fully describe the home and the neighborhood.
- ✓ Stay as silent as possible. Only offer insights when necessary.
- ✓ Be enthusiastic but neutral.
- ✓ Suggest your clients view the home with an open mind.
- ✓ Ask them to ignore any staging that has been done.
- ✓ Imagine if they could see themselves living there.

Questions to Ask Your Client After a Showing:

- ? What did you like about the house?
- ? What didn't you like about the house?
- ? Do you think the price is fair for this house?
- ? If not, what do you think would be a fair price?
- ? What did you think about the neighborhood?
- ? Could you see yourself living in this house?



If they liked the house, encourage them to be open to seeing more. And if they didn't, ask them if they can offer details about what didn't appeal to them. It will help you to know what types of homes to show them in the future.

Use the questions on the other side of this resource as a starting point.



Home Buying Checklist

Homebuyer's Name: _____

Address: _____

Phone: _____ Email: _____

Financial Information



Are you pre-approved for a mortgage? Yes No

(If your clients are not yet pre-approved for a mortgage, strongly encourage them to do so. This will help them narrow down their selection of homes to what they can realistically afford. Additionally, it shows the sellers they are serious about the purchasing process.)

If so, what is that number versus your preferred price range? _____

Is this your first home you will be buying? Yes No

How do you feel about belonging to a Homeowners Association (HOA) and the associated costs? _____

Do you understand the added costs associated with a home purchase and how they work such as the earnest money, title inspection, attorney fees, home inspections and in some cases, additional insurance (such as if property is in a flood zone)?

Yes No

How long do you anticipate being in your next home? _____

Miscellaneous:

Wishlist



What are your must-haves?

What are your deal-breakers?

Number of bedrooms _____

Number of bathrooms _____

What communities are you interested in?

What type of neighborhood?

Miscellaneous:

What style are you looking for?

Do you want a yard or extra amenities such as pool or outdoor kitchen?

What condition should the house be in?
(New construction, some projects, fixer-upper, etc.)

