

## Selling a Home With Pets

### How to Minimize Animals' Impact on Showings and Value

**P**ets bring joy to our lives, but they can pose challenges when it's time to sell a home.

From odors to damage, the signs of furry friends may deter potential buyers. Here are strategies to keep your home appealing while accommodating your pets during the selling process.

#### ADDRESSING PET WEAR AND TEAR

##### Repair Visible Damage:

Pets can leave their mark on a home over time. Repair scratched floors, replace damaged carpets and touch up areas where pets may have chewed or scratched woodwork. These fixes can help your home appear well-maintained and increase its market appeal.

**Clean Thoroughly:** A spotless home is essential for showings, especially if pets are part of the household. Deep clean carpets, upholstery and curtains to remove fur, odors and stains. Consider professional cleaning services to ensure no traces are left behind.

**Groom Pets Regularly:** Regular grooming can reduce shedding and odors, making it easier to keep your home



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clean. Brush pets outside to minimize fur indoors and ensure their bedding is washed frequently.

#### PREPARING FOR SHOWINGS

**Relocate Pets During Showings:** Pets, no matter how friendly, can make buyers uncomfortable or distract from the home's features. Arrange for pets to stay with a friend, family member or at a pet daycare during showings.

If relocation isn't an option, confine pets to a specific area and inform your agent.

**Remove Pet Items:** To create a neutral environment, put away food bowls, toys and litter boxes before showings. Buyers are more likely to envision the home as their own if it's free of personal and pet-related items.

**Neutralize Odors:** Pet odors can linger and turn off buyers. Use air purifiers and natural deodorizers to keep the home

smelling fresh. Avoid heavily scented sprays, as they might suggest you're masking a larger issue.

#### STAGE FOR SUCCESS

Staging can help shift attention from pet-related concerns to your home's best features. Highlight areas that are pristine and well-maintained, using decorative touches to create a welcoming atmosphere.

Also, if pet-related issues

required major repairs, be upfront with buyers. Provide documentation to show the work was professionally completed, building trust and confidence in the property's condition.

Selling a home with pets requires extra effort, but the payoff can be worth it. By addressing damage, eliminating odors and preparing thoughtfully for showings, you can attract more buyers and secure a successful sale.



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### REAL ESTATE 101



### HOMEWISE GLOSSARY

#### Eliminate Pet Odors Before Showings

Pet odors can be a major turnoff for buyers. Deep clean carpets, wash pet bedding and use air purifiers to remove lingering smells. Consider temporary pet relocation to ensure the home feels fresh and inviting during showings.

**Pet Damage:** Pet damage refers to wear and tear caused by animals in a home. This can include scratched floors, chewed woodwork or stained carpets. Addressing pet damage before listing a property ensures it appeals to a broader range of buyers.

# AD SPACE