

Get More From a Showing

A Little Preparation Helps Buyers Make the Most of Every Home Tour

Touring a home is about more than deciding whether you like the kitchen. Arriving with a plan can help buyers notice important details, ask useful questions and decide whether a property fits their needs.

A showing often moves quickly. Buyers may have 15 to 30 minutes to walk through rooms, look at storage, study the lot and get a feel for the neighborhood before heading to the next stop.

A little preparation can make that time count.

BEFORE YOU GO

Start with the listing details. Check the home's age, square footage, number of bedrooms and bathrooms, lot size and recent updates so you can compare what you read with what you see in person.

It also helps to bring a short list of priorities. A buyer focused on a first-floor bedroom, garage storage or a fenced yard is less likely to get distracted by paint colors or furniture placement.

QUESTIONS MATTER

During the visit, pay attention to how the home lives. Room size, natural light, closet space and traffic flow can



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shape daily comfort just as much as finish materials.

Buyers should also look at signs of maintenance. Windows, doors, flooring, ceilings and visible caulking

around tubs and sinks may offer clues about upkeep, while major systems such as heating and cooling deserve a question if their age is known.

Outside, notice the drive-

way, grading and condition of decks, steps and walkways. If the property includes a basement, attic or crawl space, those areas can reveal useful information about storage,

moisture and access.

TAKE NOTES

Photos and notes can help buyers remember details later, especially after seeing several homes in one day. Some sellers or listing agents may limit photography, so it is smart to ask before taking pictures.

A simple note on each room can be enough. Write down what stood out, what raised questions and how the home compared with others in the same price range.

It can also help to step outside before leaving and take in the surroundings. Street noise, nearby traffic, lot spacing and the condition of neighboring homes all affect the day-to-day experience of living there.

After the showing, review your notes while the visit is still fresh. That is a good time to separate fixable cosmetic issues from larger concerns tied to layout, condition or location.

A home showing is not the final word on a property, and a later inspection may uncover more detail. Still, a careful walk-through can help buyers use their time wisely and move forward with more confidence when the right home comes along.



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REAL ESTATE 101



HOMEWISE GLOSSARY

Showing: A showing is a scheduled opportunity for a buyer to tour a home that is for sale. It allows buyers to examine the property in person and ask questions about condition, layout and features.

Look Past Decor

Fresh paint and staging can catch the eye, but buyers should focus on layout, storage, light and upkeep first. Those basics shape daily living long after furniture and wall colors change.

AD SPACE