



# Handling Viewings



## Here are some of Black Grace Cowley's tips to get the best results from viewings:-

- 1.** Tell us what the best things about the property are and ask us to highlight these.
- 2.** Leave our Agents to accompany each viewing.
- 3.** As a vendor, explain that you are happy to answer any questions that the prospective purchasers may have.
- 4.** Keep all pets well out the way during viewings.
- 5.** Ensure all lights are kept on (at night) and leave all internal doors open to maximize the use of light in the property making it appear as spacious as possible.
- 6.** Let the prospective buyers walk into a room first – it will increase their sense of space.
- 7.** Try and leave the best room until last and finish on a high.
- 8.** Use the opportunity to point out the best features of the area; what your neighbours are like, proximity to the local amenities etc.
- 9.** If your house has any interesting features or history, let us know about it so that we can inform the buyers.
- 10.** If you are present at viewings and you hear any negative comments from buyers about your home, please do not take it personally.
- 11.** Never ask the buyer if they are going to make an offer. Please leave it to Black Grace Cowley to follow up.
- 12.** Take on board any feedback (good or bad) and try to put things right wherever possible.