

SELLER PROTOCOL FOR SHOWINGS

- Best if you are not there. Feel free to let buyers and their agents in but leave so they are comfortable and don't feel rushed.
- Feel free to answer questions, however, also have them call me for any questions you don't feel you should answer.
- Things will happen: doors will be unlocked, your couch might be sat on and people might use the bathroom. We do our best but things happen, even the best get distracted.

The #1 issue: front door is left unlocked because they go outside and look around – then walk straight to the car, forgetting to lock up.

- We do want to know about a problem and we will call and alert the agent of the event and treat it as a “teachable lesson or heads up” but we will not become adversarial. In 27 years of showing, we have seen a lot. It is never personal, it is just mainly a distraction issue. Lights will be left on, they sometimes don't leave cards. If a sentry lockbox is used, we can tell if they have been inside.
- You might get locked out, please always have a key handy.