

Can't Show your Home on Weekdays? Consider these Options

Although weekends are a prime time to schedule viewings, many buyers will prefer to see your property on a weekday evening. Buyers might, for example, be interested in your listing but be out of town on the weekend. If you don't accommodate their request for a weekday evening appointment, you might lose that opportunity.

So, when it comes to scheduling viewing appointments, being flexible and accommodating is always advised.

But, what if you're going to be away during the week or have another reason why you can't show your home Monday to Friday?

There are a few options you can consider.

One is to use a Lock Box. This is a secure box that contains a front door key. (You may have seen these when shopping for a home yourself.) Only your real estate agent has access. If a different agent wants to show a client your home, they'll need to make an appointment and get access from your agent.

A Lock Box can ease any security concerns you have about showing your home while away.

Another option is to not schedule weekday appointments but be VERY accommodating during the weekend. That means allowing a potential buyer to see your property Sunday at 7:00 PM. It's essentially a trade-off, but it can work.



Finally, if you don't want appointments during the week because you have such a busy household — kids in school, evening work shifts, etc. — consider making just one weekday available. For example, offer showings on Wednesdays from 5:00-7:30 PM. That might be a slight inconvenience, but it will have been worth it if an interested buyer sees your property and makes a good offer.

Bottom line: Do what you can to make it as easy as possible for buyers to see your home.

Want more tips on selling your home faster and for top dollar? Call me.

Pros and Cons of Accepting a Conditional Offer

Imagine you've listed your home and get a fantastic offer. The price is VERY good. The buyers have attached a hefty deposit and a pre-approved mortgage certificate. The only drawback? There is a condition. The buyers want to sell their home *before* the offer to buy yours becomes firm.

Hmm. Should you accept that offer? Let's take a look at the pros and cons.

PROS

- **A Bird in the Hand.** While a conditional offer comes with a string

attached, it still means a buyer is keenly interested in your property.

- **Room for Negotiation.** You might be able to negotiate a compromise. For example, accept the condition but with a more favourable (to you) closing date.
- **Slower Market.** What are the chances another buyer will offer you the same price? In a slower market, it might be worth accepting the conditional offer — particularly if the risk of the deal falling through is low.

CONS

- **Potential delays.** There's always at least some risk that the condition won't be met, which means the sale won't go through.
- **Missed opportunities:** While waiting for a condition to be met, other potential buyers may move on.

Deciding how to handle a conditional offer can be tricky. I can help you make the right decisions when you sell. Call me today!

Think, Act... Live!

"The only person you are destined to become is the person you decide to be." Ralph Waldo Emerson

"I suck at selling, I'm great at talking about the things I care about." Gary Vaynerchuk