

Showings with Dalton Wade



Setting Up A Showing For A Client

Find out what property or properties they are interested in.

You can add in some you think they might like as well.

Find out when the client is available. Make sure that you leave enough time to set the appointments.

Many properties require 24 hour notice.

If there is more than one property, map out the best route to see the properties.

Each showing is usually 15 minutes. Use Google Maps to space them out accordingly.

Making The Appointment(s)

Look Up the Property(s) on the MLS.

Review the Showing Instructions on the MLS

Contact the Listing Agent(s) Appropriately to Schedule the Appointment(s).

Once Route Confirmed, Email A Confirmation to Your Client.

Before The Appointment

Review the Listing on the MLS

Print At Least Two Copies of the MLS listing.
One is for you to refer to and the other(s) are for the client(s).

Dress Professionally

Plan to Arrive 5 Minutes Early If Possible to
Look at the Property.
Mostly applies to first showings.

Bring With You

Copies of the Listings

Flashlight (in case there is no light in the basements or attics).

Pens

Offer Contract in case client wants to write an offer

Arriving At The Showing

Greet the Clients When They Arrive

Let Them Into the Property

Give Them a Copy of the Listing

Pointing Things Out

Always try to access the value of that property as if your client were to be making an offer.

When showing the property, you do not need to be with your client in every room. Some clients prefer you to guide them and others prefer to guide themselves and refer back to you for questions.

However, there are important components of the house that you should **always** look at.

The Roof

A roof traditionally lasts about 15-20 years.

On a traditional roof, you are able to put a second layer of shingles.

This is less expensive than if there is already a second layer and all the shingles need to be stripped off and replaced.

A simple cape style home a second layer roof may cost \$4,000 - \$6,000 and completely new roof might be in the \$6,000 - \$8,000 range.

The bigger the roof and more levels, will cost more to replace the roof.

The Roof (con't)

Questions To Ask Yourself

How does the roof look overall?

Does it look newer than the house?

Are there missing, blown off or cracked shingles?

Missing shingles = major roofing problem

Are the shingles curved or cracked?

Indicate that the protective granules have worn off

Are the shingles discolored / dark?

This may mean someone attempted to repair the roof in the past. If you can, try to figure out when the repair occurred.

Roof Checklist

Look for the following from the interior:

- Places where the roof deck is sagging

- Signs of water damage or leaking

- Dark spots and trails

- Outside light showing through the roof

Look for the following from the exterior:

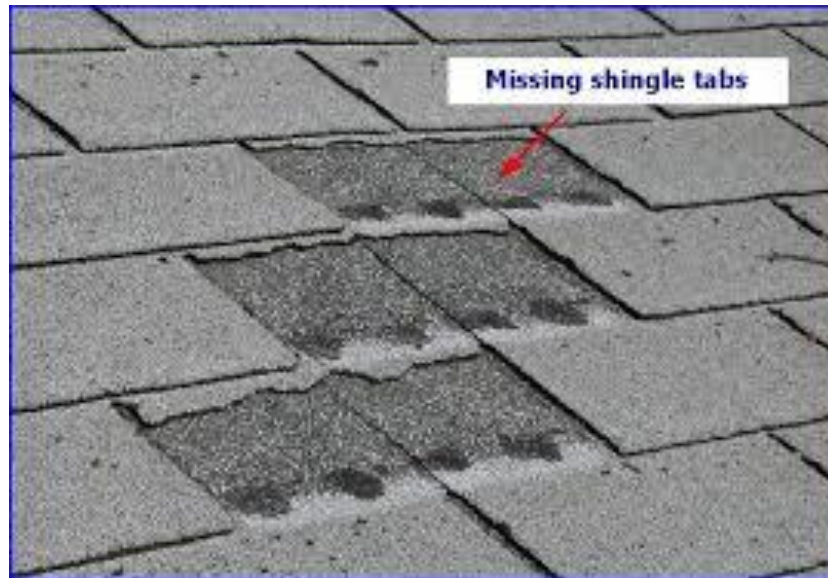
- Cracked, torn, bald or missing shingles

- Loose material or wear around chimneys, vents, pipes or penetrations

- Large amounts of shingle granules in the gutter -- sign of advanced wear

- Make sure drainage, gutters and downspouts are securely attached.

Missing/Damaged Shingles



Cracked Shingles



Outside Exterior

The listing will tell you what the outside exterior material is:

Wood, Block, Vynal

Questions To Ask Yourself:

Does it look new or are there wavy, warped or uneven spots?

Is it starting to fade and become discolored?

Is it cracking or peeling or wood rot?

Does it need to be repainted? (painting should last at least 8 to 10 years)

Does it look like anything is rotting?

Are any of the nail heads exposed, rusty or missing?

How do the seams and caulk look? The siding should look almost seamless (w/ no vertical lines at the butt joints) if it's caulked correctly.

Do you see any mold? Are there any musty smells?

Are there any signs of water discoloration or streaking?

Are there any bubbles on the side boards? (Could be an indicator that there's water trapped in the exterior of the home)



Rotting Siding



Cracked Siding

Driveways, Walkways & Steps

Questions To Ask Yourself

Are there holes, large cracks, sinkholes or potholes in the driveway?

How old is the driveway? Anything over 25 years may need to be redone.

Are the walkways and stairs showing signs of deterioration?

The Yard

Questions To Ask Yourself

How is it maintained?

How sufficient is the landscaping?

Will it take a lot of maintenance to keep up with?

Are there dead or rotting trees that might need to be removed?

Is there a pool? (this is a plus for some and a negative for some). Is it in good shape?

The Air Conditioning System

Most air handlers and compressors last 15-20 years

Cost for a new compressor is \$3,000 - \$4,000 - New air handler \$3,000-\$4,000

Questions To Ask Yourself

How old is the compressor and air handler are they at the end of their useful life?

The Electric System

The Listing Should Say Electricity type, but Look at Circuit Breaker Anyway

A home with 100 Amp service can support about half as much electrical load vs. 200 Amp service.

Questions To Ask Yourself

How does the wiring look going into the box?

Is there cloth wrapped wiring or fuses

How old does the electrical box look

Is there room for more breakers?

Is there any rust or water damage?

Kitchens

Kitchen renovations can be costly.

Questions To Ask Yourself

How new do the appliances look? Do They Match?

How much storage space is there?

How new do the cabinets look? The hardware?

What is the counter material?

Bathrooms

- Cost to re-do a bathroom is \$5-8,000.

Questions To Ask Yourself

How new do the fixtures look? Toilet, vanity, tub.

Do the tiles look outdated?

Flooring and Carpets

Listing will sometimes mention the flooring.

Hardwood floors are more expensive than laminate floors.

Questions To Ask Yourself

What condition are they in?

If it's wall to wall carpet, how old is it?

Are there many different floor types in the home making it appear choppy

Floor Plan Flow

Open Concept is preferred to many boxy rooms.

Questions To Ask Yourself

Does the house feel open?

How are the bedrooms laid out? Are they on the same floor or close by?

Nearby Area

Take a look around the area.

Questions To Ask Yourself

Is it on a main street?

Does it overlook anything like power lines, highways, etc?

Can you hear any noises? i.e highways

How does the neighbors' houses look?

Is it close to amenities? i.e transportation, restaurants shopping, etc.

After the Showing

Turn off all lights and make sure everything is how you found it.

Lock all doors and return key to lock box

Finishing Up

Get a sense of your client's thoughts.

Is there anything they like/don't like?

Maybe discuss expanding their search to an adjoining town.

Discuss either next time to go out or if they want you to run comparable property analysis so they can make an offer.

You should have a much better sense as to what you client is now looking for including the price point they are most comfortable with