

Experience shows that taking time to prepare your income property increases desirability, provides a marketing “edge” and results in shorter market time while assuring the highest return.

Before presenting your home to tenants

Review the “Preparing Your Property for Lease” sheet.

Before prospects do a walk-through

- Turn on all inside lights, even during the day. In winter, lamp light is especially nice.
- At night, turn on outside lights.
- Turn on soft music.
- Keep heat at 68-72 degrees.
- Keep pets in a separate area; change litter boxes daily.
- Put money and other valuables away and out of sight.
- Keep draperies and shades open.
- Open all doors inside the home, except closets.

When a property manager shows your property

A potential tenant will likely spend more time previewing your property and asking questions if you’re not there.

- Don’t precede or follow the prospective tenant through your property.
- Let the property manager show and market your property.

