

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

Go through the Market Preparation Guide to prepare your home for lease.

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 renter 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.

