



Glue, tape and more! *Salvaging a showing in minutes*

Frustration doesn't adequately describe how it feels to plan a showing or open house for one of your sale properties only to discover upon arrival that it has "issues." Here's a few tips for salvaging a showing on the spot, even if your property owners aren't available, just get their permission ahead of time. And folks, you may try these at home!

1. E-6000 craft glue. If you don't already know about this amazing craft glue run out right now and purchase some. Well, you can wait until you've finished reading all of these tips. This tacky glue will adhere to nearly anything and temporarily hold a loose tile in place or a drawer pull or fix a broken vase. The glue dries clear and can actually be peeled off after drying if necessary. It has a very strong odor so just be aware that you'll want to have enough time to allow the property to air out before the showing.

2. Two-sided tape. With several brands to choose from this is a fairly easy product to pick up and it's so great you won't believe you haven't used it before. Use it to quickly repair a falling hem on a curtain or drape, adhere a laminated brochure to a countertop that's easily and cleanly removed, or my favorite, keep those darn accent pillows from sliding off of a leather sofa or chair! Two-sided tape is easily removed from most surfaces - just read the packaging.

3. Touch-up paint pen. Does your property have a formica countertop with a nick, or staging furniture with scratches? These touch-up paint pens come in all sorts of colors, including wood tones, to quickly hide the flaws until a more permanent solution may be used. They'll help spruce up a mantel until it's repainted, or bring new life back into worn baseboards. The pens may have a strong odor.

4. Toilet paper. Need I say more? It's no fun to have to end a showing because your potential buyer found the guest bathroom had no TP. Keep it in your car and check to be sure the holder isn't sporting an empty cardboard tube when you arrive at the property. A buyer that must leave early may never reschedule.

5. Adhesive hooks. These little plastic hooks are ingenious and they work very well on smooth walls and surfaces. Need to add some light to a dimly lit room? Use hooks as temporary tie backs for the drapery. Trash bag coming out of the can unsightly? Use a hook to pull down the

excess bag at the back of the can for a tight fit that won't draw attention to the room. Backpacks on the floor? Not any more with adhesive hooks. If you're staging a home and want to avoid nail and screw holes in the walls, these hooks are a great way to hang your décor. They come in all sorts of shapes and sizes and for many different purposes. They peel away easily without leaving any residue or damage to the surface.

It's a good idea to head to a property a few minutes before a potential buyer just to make sure that everything appears in order. Even though clutter or small issues inside a home should not have a bearing on the property's value, potential buyers see everything and take it all in to consideration. Your efforts to minimize those small negative reinforcements may just help you land that sale!