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**the Canadian Champion Best HOMES**

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## Tips for a successful open house

Hosting an open house is a valuable exercise in the home selling process, so it is important to do it right, says Costa Pouloupoulos, president of the Ontario Real Estate Association. "Just as visitors are expected to follow certain etiquette when entering an open house, hosts of open houses have their own set of rules to follow."

To leave a good impression with visitors, Pouloupoulos recommends the following tips to homeowners hosting an open house:

- Leave:** Visitors won't feel as comfortable exploring the home with you present. If you can't leave, try to be as inconspicuous as possible to give visitors an opportunity to experience the home.
- No pets:** Cats, dogs and other animals should be out of the house and any pet smells should be eliminated as much as possible. Any visible cages and pet dishes should appear spotless.
- Keep it clean:** A clean home suggests that the home is well cared for.
- Clear the drive:** Give your visitors somewhere to park, especially if street parking is not available or hard to come by.

More information is available at [www.wedothework.ca](http://www.wedothework.ca)  
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**the Canadian Champion**

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