

Sellers Playbook

WHAT BUYERS NOTICE IN THE FIRST 30 SECONDS

Buyers often begin forming an opinion about a home almost immediately. The first moments of a showing can influence how they feel about the entire property.

Curb Appeal Sets the Tone

The exterior of the home is the first thing buyers see. A clean yard, tidy landscaping, and a welcoming front entrance signal that the home has been well cared for. Small details like a freshly cleaned walkway or a maintained lawn can have a big impact.

The Entry Experience

As buyers step inside, they quickly notice how the home feels. Natural light, a clean entrance, and uncluttered spaces help create a welcoming atmosphere. Neutral colors and simple décor allow buyers to imagine themselves living in the space.

Overall Atmosphere

Lighting, temperature, and cleanliness all affect how a home feels during a showing. Bright rooms, fresh air, and tidy spaces help buyers focus on the features of the home rather than distractions.

Call or text us for a free home value consultation.

Questions? Don't be shy, give us a call.

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