

# Selling a House with Pets at Home

Almost everyone loves pets **except** the home buyer who is looking at **your** house.

Sellers often find it difficult to imagine that a buyer whose been invited to look through their home might have a negative attitude toward the pets that also live at the same address. To get the best price for their home, pet owners need to work a little harder at overcoming the negative reactions that enter the mind of potential buyers.



## Why Don't Home Buyers Like Your Pet?

- Nervousness. Pets make some people very uncomfortable. Not everybody grew up with a family pet or enjoys outings at the zoo.
- Fear. Real and irrational. Many people are afraid of dogs and there are a lot of superstitions involving cats.
- Inexperience. Having never owned a dog or cat, you buyer may not know how to react when meeting your pet.
- Your pets aren't *their* pets. They don't necessarily relate to being barked at by a dog who is trying to protect his domain. Exotic pets like a snake, lizard or pig running loose in the house might seem a little strange to some buyers.
- Allergies. Some buyers will have an asthmatic reaction to the dander that your furry friend is leaving throughout the home. A buyer who can't breathe in your home is not likely to purchase it.

## The Number One Pet Solution

The best thing to do to ensure top price for your home is to ***relocate your pets while your home is on the market***. Putting them in the back yard, in the garage or in another room that you keep locked is insufficient, and it's not fair to them. You need to remove them from the house.

- Let a friend or relative care of them for a while.
- Board them at a kennel.
- Send them on vacation.

## Overcoming Negatives Associated with Your Pets

If you're unable to move your pets out of the house, then you need to minimize the objections:

- *Cat Litter Boxes & Dog Potty Pads*  
Keep them out of sight and impeccably clean. Nothing turns off buyers faster than opening the door to the laundry room and being greeted by a smelly cat box.

- *Carpet & Floor Pet Stains*  
Hire professionals to remove the stains. Buyers will spot them and form unfavorable opinions about the rest of the house. If the stains can't be removed, then remove the floor covering and replace it.
- *Pet Odors and Smells*
  1. Cat urine is the worst. Without question. The. Worst. Bring in a neighbor to do a whiff test.
  2. Do not use air fresheners. People with allergies will react.
  3. Try enzyme cleaners such as **Simple Solution**, **Nature's Miracle** or call a professional ozone company.

### **Remove Signs of a Pet**

You may be unable hide the fact that you have a pet living in your home, but you don't need to make it look as if the pet rules the house. Minimize evidence of a pet so the buyer will focus on your house and not your furry friend. Why turn off a buyer by having him trip over your dogs toys or encounter evidence of your pet in every room.? A buyer's first impressions are important, it should be the home that is remembered – not your pet.

- Do not put photos online showing your cat asleep on the bed
- Seal up doggie doors
- Put away food and water bowls when not in use
- Vacuum religiously, every day, sometimes twice a day
- Pick up pet toys and put them away
- Pack up cat trees and other signs of cat paraphernalia
- Remove photos of pets from refrigerator, walls and table tops
- Pack up all cages, carriers and other tell-tale signs

### **Showing Your House**

The best thing to do during a showing is to remove your pet from the house. If you're unable to take your pet for a ride or a walk, put your pets into a carrier and attach a note warning buyers not to disturb them. The last thing you need is somebody sticking their hand inside the carrier and getting bit or scratched.

Remember this is your pet's home, too. You can't predict how your pet will react when a stranger is walking through his home. If your pet is overly protective – you can be certain that the buyer will be paying **very little** attention to your home.

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