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The worst homeshowing mistakes

Genre

Note

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In today's competitive market, buyers will make opinions faster than ever, often within minutes of stepping into a property's front door. While price and location matter, the emotional impact of a showing can ultimately determine whether a buyer moves forward or walks away.



From neglected exteriors to everyday clutter and overlooked cleaning issues, small details can create outsized negative impressions. Here are some of the most common mistakes that can instantly sour a buyer's experience during a home showing.

Exterior

Lack of curb appeal. Many potential buyers will judge a book by its cover. What is conveyed on the outside will impact their impression of what is on the inside, from maintenance to tidiness.

Sparse landscaping. Landscaping is an integral aspect of a home's overall appeal. Additionally, landscaping can be costly and as a result many buyers expect lush landscaping as an asset when it comes to home buying.

Entries

Messy garages. A seller is selling the whole home, not the house and the garage as a storage locker.

Garages should be clean and tidy.

No sense of entry. Potential buyers make an opinion within the first three minutes of entry. The point of entry should be strong and help to ensure a strong first impression.

Clutter such as shoes or coats. Many potential buyers are turned off seeing items that signal clutter such as shoes or coats upon entry.

Bathrooms

Toiletry items. Toiletry items should be hidden away in bathrooms, especially during showings.

Personal items. Personal items should be kept at a minimum; it is best for items to be tucked away in drawers and closets.

Kitchens

Dirty refrigerator or ovens. Many buyers put a heavy importance on kitchens and bathrooms. They especially look for aspects such as whether they are renovated, clean and modern.

Appliances on countertops. While potential buyers admire expansive countertops, they are often turned off by crowded countertops.

Pet bowls. From pet bowls to pet paraphernalia, some potential buyers will be turned off by evidence of pets.

General

Personal photos. A seller may wish to display family photos and memorabilia, but for many potential buyers the visual impact comes across as cluttered and overly personal.

Unclean bathrooms. Bathrooms are always rooms that potential buyers want to inspect. Bathrooms should be flawless and spic and span.