

PREPARING YOUR HOME FOR SALE

To insure a successful sale, it is important that your home makes a good impression on all potential buyers.

Look at your property objectively. Pretend you are seeing it for the first time.

- Front entry must be inviting. Both garage door and entry door should be cleaned and repainted (if needed).
- Patio areas and side yards should be cleared/cleaned and professionally trimmed. All sprinklers and low voltage lighting to be in working order.
- Wash windows. Clean and dust windowsills and coverings.
- Kitchens and Baths: These rooms sell houses and must be immaculate. Make them sparkle. New attractive towels create the model perfect look. Wastebaskets should be cleared. Counters, tile and grout, sinks and tub shower areas cleaned and undamaged.
- Make sure that all rooms are well lighted during showings. Buyers want a light & bright home
- Dishwasher should be cleared, laundry & clothing put away and newspapers removed. Keep oven and broiler clean refrigerator fronts cleared of all materials.
- Make up beds with attractive spreads
- Floor coverings, stair risers and corners vacuumed or cleaned.
- Desks and counters cleared of all personal and business documents and bills. Valuables should be stored in a safe place.
- Pets: Many people are allergic to animals. Take pets for a walk during showings
- Let the agent do the showing. They know the buyer's requirements and can best emphasize your home's features and bring sales negotiations to a favorable conclusion. When an appointment has been made, avoid a crowd. The fewer people present during the buyer's tour, the better. Too many people cause the buyer to feel like an intruder and hurry through the tour. Take the grandchildren out for a walk or to the lake.
- Avoid discussing the sale with a potential buyer. Let your Realtor discuss price, terms, possession and other factors concerning the sale.

ADDRESSING REQUIRED REPORTS & DISCLOSURES

The following reports are essential to completing your sale

1. Pest Inspection-Cost to seller

2. Professional Home Inspection-Cost to Buyer

All areas (attic, rooms, bath and kitchen under counter areas, closets, garage, patio areas, side yards and walls) must be accessible to inspectors. All heating cooling, electrical and plumbing systems must be in good working order. Escrow cannot close without inspection clearances.

Negative reports may cause buyers not to purchase or to cancel.

Mold: There are mold issues that affect salability and insurance coverage. Please check with appropriate professionals.

Maintaining your home is important as a safety factor whether you are selling your home or not.

We hope that this guideline is helpful to you

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