



Before you List your Home

Pre-Listing inspection

- It allows you to see your home through the eyes of a critical third-party.
- It helps you to price your home realistically.
- It permits you to make repairs ahead of time so that defects won't become negotiating stumbling blocks later.
- You have the time to get reasonably priced contractors or make the repairs yourself, if you are qualified.
- It may encourage the buyer to waive the inspection contingency.
- It may alert you of items of immediate personal concern, such as radon gas or active termite infestation (not all inspectors offer these extra services, you can check for radon yourself).
- It may relieve the buying prospect's concerns and suspicions.
- It reduces your liability by adding professional supporting documentation to your disclosure statement.
- Alerting you to immediate safety issues before agents and visitors tour your home.

Clean up outside

- Curb appeal provides the first impression of your property. Keeping the grass cut and the area tidy will help make a great first impression.
- Paint or wash the exterior of the house (including window casings, shutters, and doors).
- Wash the windows inside and out.
- Check the gutters and chimney.

Touch up Interior

- Put a fresh coat of paint in the most used areas of the home. This will clean as well as brighten up the rooms.
- Wash the walls where paint is not appropriate.
- Wash all floors and bathroom tiles.
- Shampoo dirty carpets.
- Get rid of clutter. Clean out your closets, garage, basement and attic. Use self storage if necessary.

Replacing air filters will help keep the dust down.



Replace bathroom and kitchen fixtures that are worn or leaking

- People will notice a leaking or worn-out faucet. By replacing these items, you will give a new look to the room.
- Clean under the sinks. If there is any leaks fix them. Then clean up the damage using contact paper or paint.

www.soldbyowner.com/tips.html