

General Tips

1. Get estimates from a reliable repair person on items that need to be replaced soon, a roof or worn carpeting, for example. In this way, buyers will have a better sense of how much these needed repairs will affect their costs.
- 2. Have a termite inspection to prove to buyers that the property is not infested.
- 3. Get a pre-sale home inspection so you'll be able to make repairs before buyers become concerned and cancel a contract.
- 4. Gather together warranties and guarantees on the furnace, appliances, and other items that will remain with the house.
- 5. Fill out a disclosure form provided by your sales associate. Take the time to be sure that you don't forget problems, however minor, that might create liability for you after the sale.