Home Preparation Tips – Prior to Placing the For Sale Sign in the yard

These are tips that won't cost a lot but can make a big difference on the appearance of your home. It is amazing how just a little attention to the details will add that special appeal that the buyer is looking for!

Pre-listing Inspection.

Having your home inspected by a professional home inspector before you list is recommended.

Eventually your buyers are going to conduct a home inspection. You may as well know what they are going to find by getting there first. Having an inspection performed ahead of time helps in many other ways:

- 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 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.

Copies of the inspection report along with receipts for any repairs should be made available to potential buyers.

Source – www.Soldbyowner.com

Compliments of
Dave Nuss, Broker
Prudential Real Estate Professionals
503-931-3378
www.DaveNuss.PrudentialHomeFinder.com

Be sure the inspector you use is insured and licensed or certified (if your state requires) or at least belongs to a professional organization such as NACHI, ASHI, NIBI.

Clean up the outside.

- Curb appeal is the first impression of your house. 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 the 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 (i.e. wall paper, paneling).
- 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.

Get rid of any bad smells in your home.

- Pay attention to pet or cigarette odors.
- Place scented potpourri around the house.
- On the day you're expecting a potential buyer, pop a batch of frozen cinnamon rolls or home-made bread into the oven for a great aroma.

Source – www.Soldbyowner.com

Compliments of
Dave Nuss, Broker
Prudential Real Estate Professionals
503-931-3378
www.DaveNuss.PrudentialHomeFinder.com