



### *5 Things to Do Before You Sell*

- 1- Get estimates from reliable repair person on items that need to be replaced soon, such as 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.

