

## **You Are Now A Distinctive Home Seller**

### **What Is Next?**

- Meet with Professional Stager
- Schedule a professional home inspection
- Schedule wood destroying pest inspection
- Schedule other inspections as appropriate (well, septic, roof, HVAC, etc)
- Review warranties for your appliances and other items and receipts for work that has been completed at your property
- Prepare a display of the warranties and receipts for home inspector and buyers
- Make repairs that are likely to be a concern to potential buyers, keep notes and receipts
- Complete *"Features, Upgrades and Improvements"* for home inspector and appraiser
- Prepare a list of utility provides and average monthly bills
- Write a letter to the buyer telling them about the neighborhood, history of the home, the schools and amenities, why you like living here (see example)
- Prepare for professional photos, model home condition!
- Sparkling clean, indoors and out
- Landscape manicured
- Trash cans out of sight
- New door mats
- Pets contained during showing times
- Home available for showings with reasonable and mutually agreeable terms (lockbox, notice, time of showings). Remember that many buyers can only look at homes on weekends and after work. Try to accommodate them when you can.
- Be prepared for showings: lights on, beds made, kitchen and baths sparkling
- Provide home warranty for the buyer and during the listing period, if you desire
- 5 days prior to closing call to transfer utilities the day after closing
- Remember that this is a business transaction. While I always try to accommodate your schedule, most other service providers work Monday through Friday, 8:00 – 5:00. You will likely need to take a few hours off work during the process of selling your home.