

# Making a Smooth Transition, What to Gather Before You List

Making a Smooth Transition – When getting ready to sell your home, there are several obvious tasks sellers typically focus on, such as decluttering, addressing maintenance issues, and maintaining curb appeal. However, there are also less apparent ways to prepare your home for sale.



**Consider the following tips to ensure a smooth transition for you and your buyers:**

1. **Service Providers:**

Buyers, especially those transitioning from renting to homeownership, often wonder about the service providers associated with a property. They may inquire who handles lawn maintenance, HVAC repairs, plumbing services, chimney cleaning, and more. Providing this information when you first list your home can alleviate their concerns and make your home more appealing.

2. **Warranties and Documentation:**

In most sales contracts, it is customary for warranties to transfer to the buyer at closing. Ensure that any warranties, such as those for new appliances or the roof, are properly documented and ready to be passed on. Additionally, provide the buyer with relevant handbooks or user guides for items remaining with the home.

**3. Utility Information:**

Beyond the features of your home, buyers also consider the ongoing costs associated with living in and maintaining a property. To stand out, offer information about utilities, homeowner's insurance, and other monthly or annual expenses related to the home. Providing these details upfront allows buyers to evaluate the overall affordability and feasibility of the property.

**4. Maintenance Procedures:**

Detail any regular maintenance services you have employed, such as pest control or termite prevention. Highlighting a termite bond, in particular, can set your house apart from others on the market, giving buyers an added sense of security.

Remember, I am always available to answer any questions you may have throughout the listing and selling process. Feel free to reach out for assistance.

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