

# Preparing for a Seamless Home Sale

When it comes to getting your home ready for sale, there are apparent tasks that sellers usually prioritize, like decluttering, addressing maintenance issues, and enhancing curb appeal. However, there are also less obvious ways to ensure your home is well-prepared for the market.



Take into account the following suggestions to facilitate a smooth transition for both you and your prospective buyers:

1. **Service Providers:** Buyers, especially those transitioning from renting to owning a home, often inquire about the service providers associated with a property. They may want to know who handles lawn maintenance, HVAC repairs, plumbing services, chimney cleaning, and more. By providing this information when you initially list your home, you 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 the time of closing. Ensure that any warranties, such as those for new appliances or the roof, are appropriately documented and ready to be transferred. Additionally, provide the buyer with relevant handbooks or user guides for items remaining with the home.
3. **Utility Information:** In addition to the features of your home, buyers also consider the ongoing costs associated with living in and maintaining a property. To make your home stand out, offer information about utilities, homeowner's insurance, and other monthly or annual expenses related to the property. Providing these details upfront allows buyers to evaluate the overall

affordability and feasibility of the home.

4. **Maintenance Procedures:** Highlight any regular maintenance services you have utilized, such as pest control or termite prevention. Emphasizing a termite bond, in particular, can differentiate your house from others on the market, giving buyers an added sense of security.

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

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