

# 4 Things to Do Before You Sell



● Thoroughly fill out the disclosure form provided by your broker.

1. Get estimates from a reliable repairperson 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. Get a pre-sale home inspection so you'll be able to make repairs before buyers become concerned and cancel a contract.
3. Gather together warranties and guarantees on the furnace, appliances, and other items that will remain with the house.
4. 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.



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