

SELLER PREPARING FOR A HOME INSPECTION



216-276-6365
Serving all north east Ohio.



*IF A SELLER DOES THEIR JOB THE
BUYER WILL HAVE CONFIDENCE IN
THE HOME.*



Don't make the buyer think you are hiding something.



Don't interfere with the Buyer falling in love with your home.



*FIRST RULE
NO HOME IS
PERFECT*

Every home has issues. Even a brand-new home.

Be prepared to fix at least some of the minor issues. This will give a sense of good will to the Buyer that may be very welcome after the sale.

Your realtor is the greatest help in this area.... They know if your home is selling under the market value (then you may not have to do much "fix up") or over the market value (then the buyer would expect much "fix up")

Don't walk away from a deal without trying to work things out.



*IF AT ALL
POSSIBLE LEAVE
THE HOME AND
TAKE ALL PETS
WITH YOU FOR
THE
INSPECTION.*

- If you remain at the home, you will be asked questions.
- Even if you answer sincerely you may make the buyer suspicious. Your very presence may make the buyer think you are hiding something.
- While the inspector is inspecting, the Buyer's and their agent are working on falling in love with the house. If the Seller is present, they will likely break this spell and make it easier for the buyer to walk away from the deal.
- If you are worried about valuables. They should be out of the home in secure storage.
- Not just for the inspection. They should be removed for the full selling period. The price of doing this far out ways the possible issues.
- Weapons should be removed from the home or properly locked up and stored.
- You can't imagine how many shotguns are leaning up behind a door and likely loaded.Bad news.
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*IF YOU
CAN'T TAKE
YOUR PETS
WITH YOU*

- If you see the inspector before you leave the home let him know what pets will remain behind. How many pets, will they try to escape, will they attack
- If the pet is prone to running away lock it in a pen and or in a room. Or if possible, both.
- If the pet will attack it is even more important to lock the pet in a pen.
- Leave sticky notes stating the number of pets in the home, what the pets are. If they are prone to run or attack.
- If they are in a room leave a sticky note on the room door, stating if they are loose in the room, Or if they are in a pen in the room.
- Don't leave a room inaccessible.



*DISCLOSURE
IS IN MANY
CASES IS
THE LEAST
EXPENSIVE
PRACTICE.*

- You should be as honest as you can. You are better off disclosing faults than having the buyer find them and wonder what else you are hiding.
- I very often recommend disclosure of issues from seller to buyer when I find issues This is a first step and costs both seller and buyer little.



PREPARING YOUR HOME FOR INSPECTION.

- If an inspector can't look at an area or item because of clutter It makes the Buyer think the seller is hiding something.
- Attic access. Make sure any hatchway can be comfortably entered.
 - If the hatch is in a closet remove clothing and place on a bed out of the way.
 - If in a garage, make sure the area is cleaned out with enough room to open a step ladder.
 - If the attic access has a pull-down step, make sure it is openable. Make sure it is in working condition.
- If there is a light fixture for the attic. Make sure the bulb is working. If there is a switch for the attic light label it with a sticky note. If the light has a pull chain, make sure the light will work and the pull string can be reached. Putting a sticky note on hatch "pull chain light above would be greatly appreciated.



APPLIANCE'S KITCHEN

- Dishwasher should be empty and ready to run. If there is a reason it shouldn't run place a sticky note on it saying why. "dishwasher leaks"
- Stove
- If the stove is not being sold with the property put a sticky note on the stove saying it is not part of the transaction. If the stove should not be operated a stick note by the controls should state that.
- Take all pots and pans off the dishwasher. Take off all knick knacks. Clean the stove and make sure all burners work. Take the pots rancid grease off the stove.(I'm not kidding)
- Oven. Remove all remove all food and pots and pans from the ovens. If the oven should not be operated a stick note by the controls should state that.
- If your oven is one of those with whiz-bang options that you likely never use leave a sticky note how to operate it. Or better yet the inspector will likely be at the home ½ hour before the inspection. Invite the inspection in and show him how to operate the oven. While you have the inspector's attention.
- If the dishwasher requires a 2-year degree to operate show the how to operate the dishwasher or better still start it in front of him and let it run.



APPLIANCE'S LAUNDRY

