

5 Things to Do Before You Sell

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. **Have a** termite inspection to prove to buyers that the property is not infested.
3. **Get a pre-sale** home inspection so you'll be able to make repairs before buyers become concerned and cancel a contract.
4. **Gather together** warranties and guarantees on the furnace, appliances, and other items that will remain with the house.
5. **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.