

Cathy Wahlin, ABR, Real Estate Professional
Direct: (253) 315-1758 • Fax: (253) 939-7443 • Email cwahlin@windermere.com

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.¹
3. Get a pre-sale home inspection so you'll be able to make repairs before buyers become concerned and cancel a contract.¹
4. Gather together warranties and guarantees on the furnace, appliances, and other items that will remain with the house.
5. Carefully complete the disclosure form provided by your REALTOR®. Take the time to be sure that you don't forget problems, however minor, that might create liability for you after the sale.