

GETTING YOUR HOUSE READY TO SELL

Selling property in the Bay Area is a process that involves many steps. From start to finish it could take anywhere from a few weeks to many months, depending on the condition of your property, local market conditions and other factors. You should consider doing what you can to prepare your property for sale such as correcting any or all defects or other problems with the property, painting, landscaping or staging. A list of those items and some resources include but are not limited to the following-

- **PEST REPORT-** Property owners in the East Bay typically have structural pest reports done prior to putting their house on the market. The report is completed by a pest company and will take 1-2 hours. The inspector will check not only for pests but also for dry rot, water damage and the general condition of the foundation. The inspector will assess a cost for each item they call to be repaired. If the item is out of their scope they will call for further inspections. Once a report is completed sellers may opt to fix the problem or adjust their pricing expectations accordingly depending on the extent of damage noted in the report. This report is disclosed to potential buyers in the disclosure package.
- **OTHER INSPECTIONS-** Depending on the age and condition of your home, you may want to have the major systems of the house inspected. This allows potential buyers to base their offer on the condition of the house. It may also avoid some potential surprises during the buyer's inspection period. Major systems that are often inspected pre-sale include but are not limited to sewer lateral, roofer, water heater and furnace.
- **PAINTING-** A house that is newly painted or has had the paint touched up is typically more attractive to buyers. The chosen colors should be neutral to work with many tastes and yet have some color so has not to be stark. Not all homes need to be painted. This can be determined by a visual walk through.
- **FLOORS-** If there are hardwood floors in the house that are worn and scratched they should be refinished time and cost permitting.
- **HANDY MAN-** You may need a handyman for small projects throughout the house.
- **LANDSCAPING/DECKS/PATIOS-** The yard, decks and patios should be cleaned up by power washing, weeding, planting garden beds, mulching or laying sod. You can determine what needs to be done and then hire people to do those basics.
- **CLEANING-** The house should be professionally cleaned including carpets and windows.
- **HAULING-** All personal property must be removed from the house by close of escrow.
- **STAGING-** Houses that have been prepared for sale with furniture and accessories are more attractive to buyers. Stagers can work with the seller's furniture or provide all of the furniture. It allows buyers to see how much furniture can fit in the house and also allows them to envision a lifestyle. Although this is a cost that seems frivolous to many sellers it does make a big difference in selling the house.

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