

## REPAIRS TO CONSIDER WHEN SELLING YOUR HOME

Keep an eye out for these common repairs when retaining a broker to market your home for sale:

- **Fogged windows.** When moisture builds up between panes where the seal has failed, it leads to foggy windows which look dirty.
- Leaky plumbing. Check jet tub systems, faucets, shower fixtures and watering systems for leaks and electrical issues during a home inspection, to prevent surprise maintenance issues after you open escrow with a buyer.
- Rotting wood on exterior trim. Splitting or rotting boards make your home's exterior look shabby. Consider replacing, caulking and painting them.
- Split or missing roof shingles. Roofs that need work scare buyers. Discuss
  with a broker the level of repair, cost, market conditions, comparable
  sales and how quickly you want to sell before making a repair decision.
- Loose hand or deck rails. Buyers pay a lot of attention to handrails, so avoiding fixing safety issues may cost you your buyer. Correcting wobbly rails satisfies better qualified buyers.
- HVAC units. HVAC units are a buyer's primary concern as they are expensive to replace. Consider having the unit cleaned, serviced, or at a minimum, change the air filter.
- Light bulbs. To avoid implying a major electrical issue in your home, simply change your burned-out light bulbs with high-end bulbs of the correct wattage.
- **Dirty spaces.** Choose to make repairs and replacements wisely, but don't skimp on clean walls, floors, carpets, bathtubs, showers, kitchens and driveways to make your home look ready for a buyer to occupy.

Call me today to help prepare you and your home for a sale!