



7

PROPERTY DEFECTS TO FIX BEFORE YOU SELL

Ridding your home of critical defects and hazards goes a long way towards attracting buyers. Make your home more desirable by either eliminating these property flaws or factoring them into your pricing:

1. **Outdated roof.** Replacing an old roof or certifying your roof is in good condition helps to close your deal faster.
2. **Cluttered gutters.** Proper gutter maintenance can avoid damage to the foundation. Buyers also appreciate the cleanliness.
3. **Old windows and doors.** Creaky doors and jammed or sticking windows indicate your home is outdated, requiring pricey updates.
4. **Broken appliances.** While buyers expect to replace a few appliances, multiple dated or broken appliances necessitate major upgrades that put buyers off.
5. **Termites.** Pest infestations will have your buyers running away. Ensure your home is termite-free by obtaining a certificate of clearance.
6. **Faulty air conditioning.** An aged or broken HVAC system is a significant concern to buyers who will foot the costly bill — be prepared to negotiate a lower home price.
7. **Cracked foundation.** Faults in your foundation often signal more serious defects. Repair structural damage before listing your home to avoid complications with your buyer.