

At our first meeting with you, and during our walk-through of your home, we will point out items about your house that the buyer might notice and their inspector will call out as needing replacing or repairing.

If you're still not sure what to fix before selling your home we would suggest paying for a pre-sale inspection. The inspection would probably cost you between \$300-\$500 depending on the size of your home. This inspection would give you a list of items that the buyer's inspector would come up with that need replacing or repair. The most important items on the list would include safety and health issues.

Below is a list of the most common items to repair before selling your home:

- ROOF
 - Replace missing shingles or shingles that are damaged
 - Hire someone to professionally wash any signs of moss or algae
 - According to a HomeLight survey of nearly 500 real estate agents nationwide, replacing the roof will usually recoup 94% of the cost at resale. We can help you make that determination based on the condition and age of your roof.

- FOUNDATION/BASEMENT
 - Run a dehumidifier continuously set at around 40%, especially in Ohio where basements have a tendency to be damp. A dehumidifier may also help eliminate the musty smell in a basement which is the first thing a buyer will notice when walking down the steps.
 - Shine a really bright flashlight on the basement ceiling to reveal cob webs that need to be cleaned.
 - Fill any cracks up to a 1/8" wide with mortar or caulk, repaint the basement walls to freshen up the look and smell of the basement.

- PLUMBING
 - Fix any leaks and drips from pipes, fixtures and toilet.
 - Repair any damaged drywall due to leaks and repaint the area or wall/ceiling.
 - Replace the toilet wax ring if there is leakage around the base of the toilet.

- ELECTRICAL
 - Make sure all switches and outlets operate properly.
 - Place electrical covers over any open electrical junction boxes.
 - Any outlet within six feet of a water source, such as sinks and faucets, need to be GFCI (ground fault circuit interrupt) so change them before selling or after selling if the inspector calls out the need to replace.
 - If your electrical box has glass fuse breakers it would be wise to replace the box. The buyer is probably going to require it be replaced based on their inspector's report anyway.

- HEATING, VENTILATION, and AIR CONDITIONING
 - Clean the tops of the water heater and furnace.
 - If its been several years since the last furnace and water heater tune up, consider having a HVAC technician tune them up and leave a sticker on the units showing the company and date of service.
 - Change the furnace filter and make sure the date of change is visible.

- SAFETY FEATURES
 - Make sure all your stairs have at least one handrail. With some of the older homes having steeper than normal stairs it is a real plus to assist the buyer to navigate the stairs safely.
- HOUSE EXTERIOR
 - If there is visible staining on the siding such as dirt or algae, pressure wash the siding. If you have aluminum siding be careful not to wash away any of the coating on the siding.
 - Scrape and paint any peeling paint on wood trim, siding or windows.
- LANDSCAPING
 - Clean up yard, trim shrubbery.
 - Normally, curb appeal includes features like freshly mowed grass, mulched flower beds, tidily trimmed shrubs, a fresh coat of exterior paint, a couple of comfy chairs on the front porch, and a welcome mat by the front door.
 - Trim branches to within three feet of the house or roof.
- KITCHEN
 - Buyers will spend more time looking at your kitchen than any other room.
 - Super clean the surfaces and appliances. Buyers like to touch surfaces so don't let them encounter crumbs and grease.
 - Keep the counter tops as uncluttered as possible. Store away small items and daily consumables like bread and condiments.
 - Remove any fingerprints on the exterior of appliances.
 - Clean the stove top to remove any grease and crumbs.
 - Even though they shouldn't, buyers will open your refrigerator. If it's empty it should be as clean as possible. Placing an open box of baking soda in the refrigerator will absorb food smells. If the refrigerator is "lived in" organize it.
- BATHROOMS
 - Clean dirty tile grout and caulk.
 - Decluttering the counter top will allow the buyer to see the space for their own belongings.
 - Clean spots from the mirrors.
- WALLS and CEILINGS
 - Paint walls and ceilings if they are showing signs of wear, age or tobacco film.
 - If you try to just "touch up" the paint on the walls and ceiling there's a good chance the old paint on the surfaces won't match the fresh paint. Especially with ceilings, there are countless tints of ceiling white. Not all ceiling whites are the same.
- LIGHTING
 - Replace any missing bulbs in light fixtures.
 - Make sure the bulbs in a room all match each other as far as style and brightness.

- FLOORING
 - Sweep and wash the floors. Wood floors can be treated with products like Rejuvenate which will bring out the beauty of the wood.
 - Remove any carpeting that is severely stained and emits an odor. Replace with builder grade carpeting for the best impression. If there is a hardwood floor beneath, it might be better to clean up the hardwood floor and leave it exposed. Wood floors are trending these days.
 - Shampoo carpeting that isn't too far gone. This will help to eliminate odors and hide any furniture marks in the carpet if furniture has been moved or removed before selling.

- PETS
 - One of the biggest turnoffs for a buyer is the smell of pets in a house. Some of our clients walk right out of the house because of the smell.
 - If the smell is from your dog, shampoo the carpets and clean areas on the walls or floors where your dog loves to rub (especially when wet!)
 - If the smell is from your cat, hide the litter box away from the living areas.
 - If the smell is from favorite "pee" spots, consider replacing the carpet or shampooing and treating with an enzyme that kills odors.
 - If at all possible take your pets with you when you leave your house for a showing.

- GARAGE
 - When buyers pull into your driveway, the first large space is usually your garage door so make sure it's an inviting sight. Wash to refresh the door.
 - According to "Remodeling Magazine", replacing a garage door gives you a 93.8% return on investment. To put it another way, if you spend the average of \$3,000 to replace your garage door, it can increase the total resale price of your home by \$2,814, which means you'll get back most of the money you put into the project.
 - Clean, clean & clean. Nothing turns off a buyer more than the look and smell of trash and grass clippings in the garage.
 - Remove oil and grease spots the best you can.
 - Scrape and paint the walls and ceiling if there is noticeable peeling.

- WINDOWS and DOORS
 - Remove dated window coverings.
 - Clean the insides of the windows and glass doors, especially the dog nose and short people prints.
 - Make sure the windows operate and lock.

- DECLUTTER
 - Put away personal items smaller than a basketball. Too many items will distract the buyer from the spaces they want to fill when they buy your house.
 - Most buyers are not shocked to see closets stuffed with things you put away.
 - If you're packing things away for the move put the boxes in a neat stack in the basement or garage. Keep the stack away from the walls of both the garage and the basement so the inspector can inspect the walls.
 - Keep the access to the attic clear so the inspector can inspect the attic space.
 - Make the beds and keep the floors clear of toys and stuff.

- DRIVEWAY and WALKS
 - Fill any crack in the concrete that is noticeable.
 - Any crack or step that is a trip hazard should be repaired. The Americans with Disabilities Act defines trip hazards as vertical heights that are ¼ inch and above. The trip hazard will be called out by the inspector as a safety hazard so better to fix it now than later. The least expensive method is to have the concrete “lifted”. <https://www.youtube.com/watch?v=4MCuccVa86g>
 - Pressure wash the driveway and walks to remove dark stains and algae.