

HOME INSPECTION

As you put your house on the market, here are some things you can do to improve the presentation of your house. These are items you can do prior to your home being professionally inspected by the buyer-selected house inspection company.

The typical home inspection **does not** cover cosmetics such as clean carpet and fresh paint. It **will** cover the functionality, safety and livability of the house. It is not intrusive (no screwdrivers in the walls). The typical home inspection covers the exterior: walls, roof, and outside equipment; it also covers the interior: windows, kitchen appliances, bathroom fixtures, etc. It will take an estimated hour for every 1,000 square feet.

Assuming your house will be inspected, here is a list of recurring items you can address up front:

- **Faucets and pipes.** You may be quite willing to live with that dripping or leaking faucet; don't assume the buyer will.
- **Windows.** Cracked glass or leaking seals on dual paned windows is not acceptable to most buyers.
- **Ground Fault Circuit Interrupters (GFCI's).** They should be in working order. To test them push the test button. This turns the power off to the outlet. Plug in an appliance and make sure. Press the reset button and the appliance should work now. Older houses may not have GFCI's. If you have them, they should work.
- **Toilets.** Check for leaks and cracks in the toilet bowls. Make sure they are not loose.
- **Extension cord or handyman wiring.** If you've been inventing your own wiring out on the patio or in the garage, it can be a negative issue. If any wiring is exposed it should be in a conduit, a junction box, or seal tight to protect it.
- **A/C filters.** Change them. Dirty air filters affect the performance of the heating/cooling system. Consider having the unit serviced and cleaned so that it will operate properly when tested.
- **Pool, pool filters and pool lights.** Check for cracks and rust in the pool plaster. Make sure the pipes and filters are not leaking and that the gauges work.
- **Hot water.** The hot water should always be on the left side of tubs, sinks, and showers.
- **Roofs.** Any missing shingles or tiles should be replaced. Any flashings that need resealing should be resealed.
- **Doors.** They should latch. If a lock is installed, it should also lock.

Listen to your REALTOR. They see many properties and other houses competing with yours for the buyer's attention. As you fill out the seller's property disclosure statement (SPDS), ask them about any issues that come up.

When you sell a house, whatever you can do to "accentuate" the positive and eliminate the "negative" is to your advantage.