BIGGEST DEAL KILLERS

ADDRESS PRIOR TO LISTING

ROOF

If roof is over 10 years old, have a professional roof inspection with clearance document provided for listing. If your roof is Atlas Chalet, please know these are considered defective and there has been a class action suit. Check with your insurance company about getting replaced. Otherwise, could be an issue once under contract and home is inspected.

SEPTIC

If septic has not been cleaned nor inspected within 5 years, have septic inspected and provide documentation for listing.

TERMITE BOND/INSPECTION

If you do not have an active termite bond on the property, have a termite inspection done and ask them to provide a written quote to install a retreat and repair bait system. We just want to ensure the house is termite free and have the estimate in case buyer asks for bond.

HVAC UNITS

Wise practice to have HVAC units serviced by a professional technician prior to listing.

CHIMNEYS

In older homes, sometimes we see cracked flues or other issues that can be fire hazards. Masonry fireplaces are notorious for crumbling mortar in the flue. If you are in an older home and aren’t sure of the condition of your chimney, best to have it inspected (and repaired) prior to listing.

ATTIC

If there are any old (or fresh) rodent droppings in the attic insulation, have a critter control company come out to seal roof line, trap/remove critters and document (or bond) that the attic is free of rodents/critters. Do not leave old traps in attic. Sends signal to buyer there is a critter problem.

WATER LEAKS

Water issues are the main reason buyers back out of purchases.

* Check water meter to make sure it is not spinning when all water is turned off in the home. (If spinning, there is a leak somewhere that needs to be identified and repaired.)
* If you have any stains on ceilings (even old, dry stains), make sure water source has been identified, repaired and ceiling has been primed and repainted.

MOLD

Another major reason that a buyer will terminate a contract! Older homes most often have ‘damp’ smelling basements. If you place a piece of leather in the basement and it grows mold in a matter of weeks, you have a moisture problem that needs to be addressed.

* Make sure all gutters are properly sloped, attached and clean and that all downspouts are extended at least 5’ from the home. Gutter clogs can cause water to run down into foundations.
* Check grading around all 4 sides of foundation. Resloping the grading is easily corrected with soil, shovel and rake. Fill any holes that have occurred over time by water erosion. Make sure soil slopes away from the foundation, adding additional soil in low spots. Pack firmly.
* Use a mold cleaner to clean items and walls in the basement after you have identified and corrected the moisture source.

Do not leave dehumidifiers running when showing the home. Sends signal to buyer there is a moisture/dampness issue.

PERMITS

Please know that if your basement was finished or outbuildings were built without being permitted by the local jurisdiction, most relocation companies (representing buyers) will require a County/City inspector be called to inspect, which could possibly result in back fees and penalties.

SURVEY / TITLE ISSUES

It is buyer’s responsibility to obtain and review surveys prior to closing. However, undisclosed encroachments (fences, building, etc. that are crossing property lines) or easements (deeded access across your property) can be deal killers. If you are not sure what you have, best practice is to obtain a survey yourself prior to listing. It’s not a pleasant surprise for anyone when the buyer is notified of a title issue days before closing.

BARNS

ADDRESS PRIOR TO LISTING

CLEAN

Pressure wash or power blow cobwebs and dust away.

Stalls need to be waste free.

REMOVE

Old paint, chemicals, flammables.

Broken and non-working items.

Debris.

ELECTRICAL

Have inspected by licensed electrician to ensure no wires are faulty and all electrical is safe to operate.

Any open junction boxes or light receptacles need to be covered/sealed.

DEFFERRED MAINTENANCE

Buyers object to paying for deferred maintenance, even in barns and outbuildings. If your expectation is to receive monetary value for the barn or outbuilding, it would be best to ensure rotted wood, leaky roofs and other deferred maintenance is corrected for maximum return.