

General Tips

1. Get estimates from a reliable repair person on items that need to be replaced soon, a roof or worn carpeting, for example. In this way, buyers will have a better sense of how much these needed repairs will affect their costs.
2. Have a termite inspection to prove to buyers that the property is not infested.
3. Get a pre-contract inspection. If you are concerned and cancel a contract.
4. Gather together warranties and guarantees on the furnace, appliances, and other items that will remain with the house.
5. Fill out a disclosure form provided by your sales associate. Take the time to be sure that you are satisfied with the sale.



Pat Mueller

Associate Broker

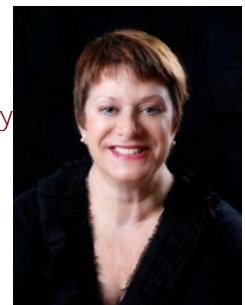
Charles Reinhart Company
South

7346696833 Desk

7347693800 Office

7346694713 Fax

<http://PatMueller.com>



www.REALTOR.org/realtormag Page 37 Reprinted from REALTOR® Magazine Online by permission of the NATIONAL ASSOCIATION OF REALTORS®. Copyright 2003. All rights reserved. Pat Mueller, REALTOR, BrokerTelephone: 734-709-8540 Email: pat@patmueller.com