



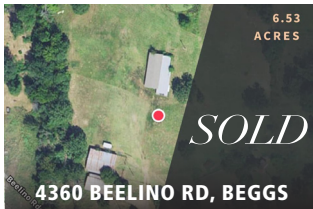
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CHINOWTH & COHEN

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The Costs THAT HURT

There's a ton of work that goes into making a home market ready. Most sellers focus on the visual appeal. But before you set and spend your pre-market budget. Don't forget some major structural and mechanical ticket items.

These repairs won't improve the look or style of your home, but serious buyers are looking for major expense items that go deep beyond the surface. The age and condition of the roof, HVAC systems, water heater, electrical panel and pipes won't slide if left in poor condition.

Each buyer approaches inspections and repairs differently. What they ask of you may differ from what you agree to repair. However, if any of these things are

on their last leg, you should seriously consider replacing them as they could factor into the financing the buyer can obtain, as well as the insurability of the property.

If you are unable to afford the replacement or repair costs, get estimates. You can instead offer to contribute to the replacement cost in the form of credit to the buyer's closing costs and offer a home warranty that can provide some coverage should something fail or need to be repaired.





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IF YOU KNOW
SOMEONE LOOKING TO
buy or sell A HOME,
HAVE THEM CONTACT ME
TODAY!

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