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**Consider hiring a professional home inspector.** This is especially important if you live in an older neighborhood where some of the homes may have asbestos insulation, termites, out of date pipes and wiring, etc. By having a qualified home inspector certify your home is free of these threats you can be prepared when a buyer hires their own inspector that may reveal issues you are not aware of.

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**Be prepared to leave an expensive appliance for the new owner.** These items can be great bargaining chips when negotiating a price with prospective buyers.

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**Provide your agents with lots of access time.** This is vitally important. Even if it's sometimes inconvenient, be prepared to make your home available for prospective buyers. No one will buy without having gone through your home. If yours is unavailable when a prospective buyer wants to see it, they may buy the next home they visit.