

### **How should I set my sales price?**

- Be realistic when setting the price. Everyone wants to get the most money out of their home, but if you don't set the price right, your home may sit on the market. You should find the listing and sales price of comparable homes in your neighborhood (your agent can help with this). Set your price based on these comparables. (Remember, what a house is listed for and what it sells for can be quite different.)

### **What do I need to do to prepare my home for a showing?**

- The home needs to be clean, free of clutter, and inviting. It must also be available for showing on short notice. Also, you may want to consider removing fixtures that you don't want sold with the home and put valuables and prescription drugs in a safe place, as strangers will be in your home.

### **Do I have to disclose everything I know about my home?**

- Sellers need to disclose latent or hidden defects in the property that are not readily apparent from a reasonable inspection of the property. If it was constructed before 1978, the Seller must provide the Buyer with a written Lead-Based Paint Disclosure prior to the contract being signed. Your REALTOR can provide you with a copy of this. Disclosure should be in writing and if possible, incorporated into the purchase and sale contract.

### **What paper work should I have ready?**

- Surveys, Sellers Property Disclosure Statement, Termite Reports, Information about utility costs, homeowner association fees and dues. Having all this available will aid and speed up the decision making process.

### **What is a due diligence period?**

- A time during which the buyer can inspect and evaluate the property and terminate the contract without penalty.

### **Do I need to do the inspection when selling my home?**

- Have the home inspected by a professional inspector. They help evaluate the condition of the home based on one or more visual inspections of the property. Most homes have at least a few items that will need to be repaired or replaced. Requests for repairs are normally received more favorably by sellers when the need for them has been documented by a professional home inspector.
- Also have the home inspected for termites and other wood destroying organisms and get an official Georgia Wood Infestation Report that can only be prepared by a licensed pest control company.

### **What other tests/inspections should I consider?**

- Depending on the home, you may consider the following; mold test, well water tests, septic system test, radon tests, lead based paint tests

**Do I need to get a survey of the property I want to buy?**

- Yes. That way, you know exactly where the boundary lines of the properties are located. Buyers should request that the survey identify the location of any easements of record and if the property is on a flood plain.