



The Seven Essentials

for Selling Your Home Faster & for the Most Amount of Money

1. **Get a Professional Home Inspection....ROOF INSPECTION (Important to Fix Health and Safety Issues) and Termite Inspection (Important to Fix Section 1 Items)**
 2. **Get Your Home Appraised by a Licensed Certified LOCAL Appraiser (who knows the area)**
 3. **Get Your Home Staged or Do Semi Staging Both Inside and Out**
 4. **Require the Buyer to Have a TBD Underwritten Approval (To Be Determined Approval Letter) or at Minimum Desk-Top Underwritten, Never Just a Pre-Qualification**
 5. **Offer Home Warranty to the Buyers (typically 1 year)**
 6. **Have all Disclosures In-Hand Prior to Going on MLS (TDS, SPQ, Natural Hazard)**
 7. **Be as Flexible as Possible With Showings and Have the Home SHOW Ready**
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