



Is Your Home Ready for Sale? By Mark Fulmer

This is dedicated to all of you who are in the process of selling your home. You and your Realtor have discussed how to make your home appealing to potential buyers: Clean out those closets! Keep the dishes out of the sink! Play soft music! Send your teenager to Grandma's for a month! Whatever it takes to let a buyer see your home as their dream home. Even after all that, the offer you receive on your home will likely be subject to a favorable inspection. More and more, buyers are hiring independent professional inspection companies like Home Inspections by the Fulmer Group. Hopefully, reading this will take some of the uncertainty out of having your home inspected. Don't let the details listed here overwhelm you. Use it as a guide to help you prepare for the inspection!

The inspector won't care if your carpet matches your drapes. He's interested in structure and systems, not cosmetics. A visual inspection does not pass or fail a house, but simply describes those items in need of minor or major repair or replacement. A Home Inspections by the Fulmer Group inspector will visually examine the structure, crawl space, attic, mechanical components and all interior rooms, as well as closets.

You can help by having keys available to any locked doors, removing obstacles around water heaters and other appliances, removing items from closets that provide access to attics, and so on. Try to be ready to indicate the location of hidden components such as the water meter, main sewer cleanout, etc.

Eliminate limitations on the inspection by clearing stored items or debris away from the house, making certain the entire perimeter of the house can be observed. Don't forget the inspector will need access to the detached garage or guest house. Move boxes and stored items away from interior walls.

You can make your home more attractive to buyers and increase your likelihood of obtaining a positive inspection report by performing routine maintenance now.

Safety features are part of the inspection, so be sure smoke alarms are in working condition. Pool fences and gates need to be secure, and be sure to have the key to the pool gate available to the inspector. If you know you have oversized breakers or fuses in the electrical panel, replace them with the proper size. Extension cords are for temporary use only, and using them for permanently installed fixtures or appliances is not safe. If you have a gas furnace, now is a good time to have the gas company or a licensed technician perform cleaning and preventive maintenance. Have the fireplace chimney swept.

It is also helpful to have the instructions for operation of sprinkler systems, pool equipment, programmable thermostats, and other appliances available for the inspector to review with the buyer.

As needed, repair minor defects in the exterior wall surface, such as stucco cracks and golf ball dings. Repair loose steps and wobbly decks or patio covers. Caulk around windows and doors, replace missing shingles or cracked tiles, and trim trees away from the chimney. Remember those window screens stacked in the garage? Now is the time to put them back on the windows.

Inside, make sure none of the windows are painted shut. Replace broken windows. Replace or repair faulty door hardware. Recaulk around the bathtubs and sinks, and regrout ceramic work as needed.

A little advance work will make the inspection experience more pleasant for you and your buyer. An inspection from Fulmer Home Inspections can help you make sure your home is ready to show and ready for inspection. Call us at 585-944-5776 for more information.

Home Inspections by the Fulmer Group

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