

How to increase the value of your home



By as much as 15% in 15 days or less

Brought to you compliments of
Realtor® Matthew Jeschke
Tierra Antigua Realty



Would like a print copy of this guide mailed to you? Contact Matthew at Matthew@keystoaz.com or 520-344-3481 with your name and address and we'll mail one out to you pronto.

Looking to sell your home in the next 3 months? Request a private one on one consultation to get a custom tailored no obligation equity boost strategy for your home.

Introducing Realtor Matthew Jeschke

Matthew Jeschke has a background in Engineering and over a decade of professional experience.

He works with the largest private real estate company in Arizona, Tierra Antigua Realty where his team has over a century of Residential Real Estate experience.

Matthew enjoys pulling from this experience and using his problem solving skills to authoring smart real estate processes.

These processes are rooted in real life scenarios and marketplace trends that have been tested in real estate transactions.

As a result, his clients continually benefit from higher netting sales in less time than the market conditions dictate.



Important Disclaimer



The claims made in this book do not necessarily represent your home or what your home may sell for.

No guarantee is made as to what you will get in the sale of your home.

Only market conditions and a ready, willing, and able buyer can dictate that.

You alone are responsible for what you do as a result of reading this guide and the associated outcome. You hold, Matthew Jeschke, the author of this book harmless for whatever the outcome may be.

You are strongly encouraged to hire licensed contractors to perform renovations and work on your home.

Before you begin

This is a living document and I would LOVE your feedback. As you read take notes and share your questions with me at Matthew@KeysToAz.com or call (520) 344-3481



Unfortunately, *or perhaps fortunately for you*, most homeowners do not know what to do to prepare their home for sale.

Do not worry if you cannot do everything this guide suggests.

Having this book means you now know what to do and can command buyers pocketbooks, even if you only have 15 minutes to read this guide.

The book is designed to be read in sequence. Checklists in each chapter will help you easily monitor your progress as you complete the tasks over the course of several weekends.

Do not perform the activities later in the book without completing those at the beginning (eg. if you're home is cluttered then it's a waste to update your kitchen)

[Introducing Realtor Matthew Jeschke](#)

[Important Disclaimer](#)

[Before you begin](#)

[Boosting your home value](#)

[Case Study Jodi's Townhouse](#)

[Lessons Learned](#)

[Market Analysis on Jodi's Townhome](#)

[Deciding What to do First](#)

[Think like a Real Estate Investor](#)

[Investing dollars to boost your equity](#)

[Your home is underwater](#)

[You have equity but no cash](#)

[Weekend 1: Out with the equity eating clutter](#)

[Clutter Audit](#)

[Round up all your remotes, manuals, and keys](#)

[Weekend 2: Touchup House](#)

[Inspect the outside of your home](#)

[Inspect the inside of your home](#)

[Bonus - Upgrades that may make you a profit](#)

[Old fashions that send buyers running](#)

[Costly upgrades to avoid when selling](#)

[Inexpensive upgrades buyer's appreciate](#)

[Bonus: Present buyers with upgrade options](#)

[Weekend 3: Cleaning](#)

[Kitchen and bathrooms](#)

[Landscaping](#)

[Bug Treatment](#)

[Preparing for a home showings](#)

[Incentivising renters, and tenagers](#)

[Market worthy Home](#)

[Weekend 4: Prep for buyer's inspection](#)

[Completing maintenance tasks](#)
[Complete per building code and lender requirements](#)
[Checking for warranted defects](#)
[Checking for Non-warranted defects](#)
[Disclosure is your ally](#)
[Bonus: Incentivise your sale with a home warranty](#)
[Get a customized equity boost strategy for your home](#)

Boosting your home value

Your imagination is the most powerful tool you have to improve the value of your property - and it's free!

Step out of your own shoes and step into your potential buyer's shoes. Then take a good, realistic look at your house and property, and consider: Is it appealing? Can you imagine yourself living there comfortably? Or do you imagine yourself putting in a lot of work to make the house and property acceptable?

Most buyers are interested in three things about a property they are considering:

- *Visual appeal* (landscaping, spaciousness, cleanliness, color, lack of clutter)
- *Maintenance* (everything in working order, nothing to repair or paint)
- *Safety* (locks and deadbolts, burglar/fire alarm systems, busyness of the neighborhood)



If a potential buyer can't form a good mental picture of living in your house then no sale!

With this in mind, you'll want to give your property a good, hard look from outside in. You want to create fabulous first impression so everyone will want to come inside.

Every listing I take I share my thoughts on how the owner can increase the value of their

property.

Since doing so I have begun to see common opportunities individuals miss to increase the value of homes. I took these opportunities and compiled them in a booklet.

The first version of that booklet, the original version of this guide, was delivered to Jodi (name changed to protect client confidentiality).

I delivered the booklet along with a vendor list during my proprietary listing pre-launch phase before the home hits the market. Jodi read the booklet and without any further question hired a general contractor.

Case Study Jodi's Townhouse

For \$1,725.00 the contractor ran through her townhouse completed *only* the cosmetic suggestions in this guide.



Jodi then hired a professional maid to clean the home for \$200 after which the home was put on the market. In a less than a week the home was completely touched up and cleaned.

My client hadn't raised a finger. Eleven days later Jodi accepted a full price offer at \$93,000.

Lessons Learned

Most of the tips in this guide *can be easily* completed inexpensively over a couple weekends by yourself. Jodi could have done every better had she spent more time with the guide. Time did not permit her to complete any of the maintenance or safety suggestions.

This resulted in her having to pay for these to be completed during the contract

period. When you look at the booklet take your time to complete as *many* of the suggestions as possible. It will save you from nitpickers, net you more money in less time, and make your sale much smoother!

Market Analysis on Jodi's Townhome



1. **Home sold at full price in a buyers market** where the market inventory is 6 months (absorption rate) and on average homes were only selling at 93.8% listed price (Sold to List Ratio).

2. Two units in Jodi's complex sold within 3 months of the home being listed. One at \$80.63 SqFt, the other at \$83.58 SqFt for a community average of \$82.11 SqFt. Jodi's townhome **sold at 31% over market average** at \$107.64 SqFt.

	Price	Status	MLS #	Price/SqFt
	\$82,000	Closed	21333659	80.63
2735 W Avenida Azahar, Tucson, AZ 85745				
	\$85,000	Closed	21409905	83.58
2729 W Avenida Azahar, Tucson, AZ 85745				
	\$93,000	Closed	21419717	107.64
2675 W Avenida Azahar, Tucson, AZ 85745				

3. The average time on market until under contract was 65 days. The townhome had a full price offer in 11 days. **The home sold 6 times faster than the market average.**

Deciding What to do First

The most important thing to think about is this: *Fix what you can see!* Cosmetic changes, regardless of the cost, will make a world of difference when it comes time to sell. Whatever you saw when you put on your potential buyer's shoes, *that's* what you do first, from the outside in.

Keep in mind that you want the best return on your investment. When you make cosmetic changes, you maximize popular appeal. People will see what looks great, and they'll picture themselves living there. Conversely if your home looks untended, people will imagine how much work they have to do - again, no sale!

The cost of doing such a project might frighten you; however, think about the cost of *not* doing it. If it costs \$2,000 to repair your roof and gutters and you balk at the price, think again. The same roof repair will probably decrease your asking price by \$4,000 when a buyer begins to negotiate.

Before you read further ask yourself, "What are my top 10 home prep activities?" Take a notebook and perform a personal audit of your home. Take care of these items first,

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

Think like a Real Estate Investor



Investors LOVE for homes that need a little sprucing up.

Perhaps it's just a cleanup and paint job.

The investor buys that home and does the work. Then sells it for a quick profit.

The owner that sold him the home, left thousands of dollars on the table for the investor to claim.

Do you want to be the person leaving that kind of money on the table?

In the pages that follow you will find additional tips and ideas to further improve the value of your home.

Time spent tending to these tips will be worth THOUSANDS of dollars in the sale of your home.

You can easily make HUNDREDS of dollars per hour if you follow the suggestions in this guide.

You can start first by investing sweat equity and performing the free suggestions. Then highlight those which will cost you money and perform them later if at all.

If you invest money into the suggestions there's a high likelihood you may see a return however, no guarantee. The suggestions in this guide are ones savvy investors and real estate professionals see in all the top sales.

Investing dollars to boost your equity



You want to work very closely with your Real Estate agent to track your home's value.

The goal is to ONLY invest money that can easily be returned to you in the sale of your home.

*Better yet, this guide will teach you your best chances to put X dollars into your home and receive X + Y dollars, **more money**, back when your home sells.*

Your home is underwater

It's still in your best interest to get a high dollar amount for your home as it will protect your credit and lead to faster, more effective sale. One in which you invest *less* time, energy, and stress to get rid of the home.

My advice would be to do everything you can which is free and or give yourself a budget of a couple hundred dollars max if any budget at all. Invest a couple weekends time and see what you can get done.

Otherwise, if there's plenty of equity then it can be a good investment to fix up your home and boost its value on the market.

You have equity but no cash

Borrowing money can be a very effective way to prepare your home for sale. Be very careful to weigh all the costs associated with borrowing money. If you carry loans for a long time or miss payments you can easily eat away your equity.

Generous Friends The best thing you can do is find generous friends and

relatives willing to lend you a hand and or a few bucks.

Leverage your home for cash the bank may be willing to provide you a small loan, aka home equity line of credit.

Low or zero interest lines of credit there may be credit lines available with low or no interest. You can use one of these and pay it off immediately once your home sells.

Bill work to future or current ESCROW contractors sometimes accept payment out of the sale proceeds when your home closes. Some contractors request a deposit up front so they can buy materials and or a slightly higher payment for the delayed payment.

Make sure the payment expectation is CLEAR and in writing. Otherwise, contractors can take thousands of dollars in equity through a contractor's lien.

Weekend 1: Out with the equity eating clutter



Clutter is visual dandruff that *eats up* your equity!

Experience shows that spaciousness and decor are important to prospective buyers. Eclectic personal touches may distract them.

Go through your home performing a *room by room audit* check for items you will not be taking with you on your move.

Perhaps they are items you forgot you owned. They've sat in the closet for years. Get rid of these items now.

Remember you are selling the space and not your personal tastes. So any personal hobbies you may have should be cleaned up and removed. This means, get rid of the sword collection, craft nook, and mechanic shop in the garage.

A handy way to remove these items when moving is to get a storage pod. You can start packing your items / removing them from the house and they will move the pod to your new home when you are ready.

Getting rid of nick nacks and tasteful furniture when you move? Leave them in the house for staging. This will help buyers picture the home instead of an empty box.

You want no more than 3 visually appealing pieces per surface; absolute, bare

minimum items in cabinets; and essential furniture in each room only.

Clutter Audit

Now is not the time to be overly attached to clutter. Moving is the BEST time to get rid of things that have cluttered your life for years! You will increase the value of your home plus you will save yourself time and money on moving expenses.

- Declutter porches, patios, and decks
- Remove nonessential furniture; TV dinner trays, plant shelves, etc.
- Room by room audit removing clutter from closets, drawers, and cabinets
- Depersonalize remove items a buyer may have a hard time relating to

Round up all your remotes, manuals, and keys

Most purchase contracts require all the remotes, keys, and gate codes to transfer with the property in working order. Decluttering is the perfect time to keep an eye open for these items which buyers appreciate and make your sale easier.

- Mailbox, pool, shed, utility box keys, etc. (buyer will require these working)
- Manuals for cloths washer and dryer (if selling with home)
- Ceiling fan remotes & manuals - label remotes with fan / room
- Fridge, Stove, and Microwave manuals
- Hot water heater and HVAC manuals
- Garage door opener remote and manual
- Maintenance records, receipts, & reports
- Keys for all your locks
- Set aside spare tiles and grout for next owner
- Set aside any spare paint you have for new owners

Store these items in a safe location, utility room or office cabinet, so they don't get packed away in your move.

An inexpensive portable file tote makes for a fantastic way



to organize everything.

You can place your appliance manuals in it, contractor receipts, and home records. Then put the keys and remotes in a ziplock bag and place inside as well.

Weekend 2: Touchup House



Investors call this lipstick work. It's all lightweight inexpensive touchup to give your home a fresh new look.

Keep in mind curb appeal is the most important factor when drawing in a new buyer.

It is a commonly shared fact that buyers make their mind up in the first few seconds they look at a home.

This means if the front yard is a mess when they come up to your home then they will likely walk away.

The longer you can keep a buyer interested in your property the better. If they stay for 30 minutes or an hour there's a good chance you have a serious buyer on your hands.

Always prioritize your money and time investments from the outside of your home in. Imagine you are a buyer walking through the home for the first time. Which areas of the property do you walk through first?

Here's a typical sequence, (1) Front yard; (2) Front patio; (3) Front door & entry home; (4) Kitchen; (5) Living space; (6) Master suite; (7) Bathrooms; (8) Spare Bedrooms; (9) Laundry & other rooms; (10) Backyard; (11) Garage

Categories	% of total cost
Improvements Exterior Walls-Foundation-Roofing-Windows Insulation-Electrical-HVAC-plumb	35% ± 5%
Lot / Location	20% ± 5%
Interior Finish-Walls-Doors-Flooring	20% ± 5%
Kitchen Appliances-Cabinets	10% ± 5%
Baths Fixtures-Finishes	5% ± 1%
Carports/Garages Landscaping/Patio/Amenities	10% ± 2%
Reasonable Price Range	100% ± 20%

Typical value for various aspects of a home

Buyers almost always object to termite and roof issues. So before any sale it's highly encouraged you,

Order a FREE roof inspection / quote It's encouraged that you order a free inspection from a roofing company to get an idea of how much life is left in your roof. Experience has shown me that buyers WILL object to any roof issues that come up.

Order a termite / pest inspection buyers are concerned with termites. It's highly encouraged you get a termite inspection. Many companies will do them for free and only charge for a report. I encourage you to have them treat any findings as necessary and order a clean report.

Order an HVAC service have your heating Air Conditioning and Ventilation system serviced. Complete any repairs as necessary. Buyers WILL object to any HVAC issues found.

Inspect the outside of your home

- ❑ **Roof and Gutters:** when buyers look at your house from their car, about 30 percent of what they see is your roof. Be certain it's in good repair.
- ❑ **Landscaping:** A well-manicured yard and a smooth, even driveway reassure potential buyers that you care about your property. Inspect your drip system (if you have one), repair as necessary, and remove all dead or sickly plants.
- ❑ **Paint and siding:** Neutral colors and a clean appearance are important. Consider repainting and or power-washing both your house and roof.
- ❑ **Porches, decks, and covered patios:** Make sure they are clean and uncluttered.
- ❑ **Fence:** Fencing should be in good repair - paint, seal, repair or replace as necessary

Inspect the inside of your home

- ❑ **Kitchen:** Regardless of your kitchen size, you can make it feel spacious: Remove small appliances and gadgets from your countertops and store them. Repair or replace damaged counters.
- ❑ **Bathrooms:** Replace tired old faucets, medicine cabinets, and towel racks. Be certain the bathrooms are spotless and fresh-smelling.
- ❑ **Master Bedroom:** Spaciousness and decor are important. Remove and store nonessential furniture.
- ❑ **Wall covering:** A fresh coat of paint can do wonders. Always use neutral or soft, warm colors. Avoid wallpaper.
- ❑ **Personal touches:** Eclectic personal touches may distract potential buyers.

Vibrant or very custom colors in your home you may like to consider changing them back.

New carpeting almost always increase the perceived value of a home select a neutral color of medium-grade carpeting and padding.

- ❑ Repaint inside using neutral, soft, or warm tones or clean & touch up
- ❑ Paint eaves (note some home loans do not allow eaves to have cracking paint)
- ❑ Power wash / spray down exterior wash walls
- ❑ Repair exterior walls and paint as needed
- ❑ Fencing in good repair and painted as necessary
- ❑ Replace any cracked or broken tiles
- ❑ Replace carpets if old / worn (if keeping steam clean & restretch)

Bonus - Upgrades that may make you a profit



Now is your chance to update your home so it's on par with modern trends.

Be careful you don't over do the upgrades as it's easy to load up your house beyond what your neighborhood / market supports.

The goal is to make your home modern, for minimum money, while keeping on par with the marketplace / your community.

Work closely with an Adjuster and Real Estate Agent. Ask them for the "Top Adjustment Values" and current marketplace trends.

Adjustment Value Example one home without central air sells at same time as an identical home in neighborhood sells with central central air. The difference in price shows how much buyers are willing to pay for central air.

Do you have a 2 or 3 bedroom house with a den, formal dining, or office?

Consider adding a closet, doors, and window (if not already there). This allows you to count that room as a bedroom. Working communities, non age restricted, almost always fetch higher prices for up to 4 bedroom homes.

Old fashions that send buyers running

You will have to do additional research to see which upgrades are currently netting the most money from Buyers. Here is a list of outdated fashions that tend to send buyers running out the door.

- Evaporative cooling systems
- Tile countertops
- Master bath without executive height vanity
- Kitchens without microwave
- Kitchens without dishwasher
- Popcorn ceilings

Executive Height Vanity you can simply place a board / taller trim piece under your existing vanity and raise it to executive height. It achieves the same look for the price of a few trim boards and some screws.

Costly upgrades to avoid when selling

Energy saving upgrades are best installed with you *first* buy your home. Buyer's seldom pay extra for them and they need time to recoup their investment. Here's a few more upgrades that are hard to recoup your investment on.

- Solar power panels / alternative power systems
- Upgrading from single to multiple pane windows
- Grey water systems
- Water reclamation systems
- Water treatment systems - too many options / highly preferential
- Pools
- Putting greens

Inexpensive upgrades buyer's appreciate

Thinking about selling but still enjoying your home? Here are a few upgrades that are worth your time, buyers appreciate, but do not necessarily pay big bucks for.

- BBQ Gas Stub
- Refinished or new cabinets
- Staggered Cabinets
- Detailed / finished garage
- Sealed garage floor
- Full height toilets

Staggered Cabinets if you have modular cabinets you can easily stagger them by picking one of the units, placing a board behind it to pop it out and shifting it up on the wall.

Bonus: Present buyers with upgrade options



Your carpet is DESTROYED. There's no money to replace it before selling your home.

Share 2 or 3 options in your listing to have the carpet replaced at your expense out of sale proceeds. As a final option you always offer a buyer a discount for taking the home with no

repair.

Line up contractors who can complete the work within a week's notice so they can complete the work before the buyer moves in. The contractors also need to accept payment after closing.

Sharing options with the buyer makes the best of a negative selling point by providing them the opportunity to personalize the home.

You can present options like this anywhere there's obvious issues any reasonable buyer would bring up that you cannot afford to address before selling your home.

Weekend 3: Cleaning

Now that you have removed clutter from your home and performed all your updates you can start cleaning.

- Mop tile, laminate, and polish hardwood floors - clean grout as necessary
- [Clean windows](#), take off, and store window screens (homes show better without them)
- Dust the top of hot water heater, shelves, ceiling fans, blinds, window sills, and mantles
- [Clean blinds](#), launder drapes, and curtains
- Steam clean rugs if you chose not to replace them

Kitchen and bathrooms

- Snake and clean *all* drains as necessary
- Clean Fridge, place baking soda inside, and If turned off prop doors so they don't close
- Run clean cycle on oven & clean range
- Clean Microwave
- Clean garbage disposal
- Clean dishwasher (run 2c white wine vinegar & ¼c borax through it)

Landscaping

- Trim shrubs
- Trim trees
 - Cut dead branches
 - Remove trees within reaching distance of home / *hardscape. Roots will destroy the structures.
- Make sure that existing plants are watered and look healthy
- Pull large weeds
 - Spray yard with weed killer
 - Spray yard with pre-emergent to keep them from coming back
- Rake rocks so they are even. Fill in low or bare spots with additional rocks.

***Note:** Hardscape is all cement work in your yard.

Bug Treatment

The last thing you want is to try selling a house covered in spider webs, hornet nests, and or termite tubes. Here's a few tips to treat your home before you sell it.

- Ensure sill plate is clean of debris and easily visible (foundation below wall)
- Get a pest / termite inspection and clean report if not already done
- Knock down all spider webs hanging on the outside of your home
- Get a pump sprayer bug chemicals and treat your home
 - Spray your foundation and 1ft up external walls.
 - Spray 2ft out from foundation on ground around house
 - Spray attic and air vents

Preparing for a home showings

If you are living in the home you will want to do a little preparation before your home is shown. This is before any buyer agent preview appointments, open houses, or your listing agent views the home.

- Toilet seats ALWAYS down
- Showers clean with curtains pulled to side
- Clean towels on towel racks
- No dirty plates or cloths anywhere - *be a neat freak*
- All clutter and debris picked up
- All lights ON
- Air out house several hours prior if possible.
- Air fresheners throughout house but not overwhelming.
- All pets OFF property
- All valuables stored safely or off property, *out of sight out of mind*
- Home is vacant - *all home residents are off property*
- HVAC at comfortable setting

Incentivising renters, and teenagers

Consider providing selling bonus to residents of home. This may be kids, renters, etc. If home sells / you meet your goals provide them a small kickback. Perhaps a budget for a uhaul trailer for your renter / renters. Or some video games for your kids or whatever it is they desire.

Market worthy Home

Congratulations your home is now show ready! It's time to put it on the market if you have not done so already. Call me, Matthew Jeschke, at (520) 344-3481 to schedule your listing appointment if you have not done so already.

Weekend 4: Prep for buyer's inspection

Consider ordering a Home Inspection you can do so by calling a home inspector and ordering the same inspection home buyer's order.



They are several hundred dollars but will show you many if not all the things a buyer may object to in the sale of your home.

You can use this information to perform hidden repairs before listing your home.

I do not recommend you share this inspection. You want buyers to get their own independent inspection which releases you of liability.

I have kept a list of the repair requests buyers, their lenders, and inspectors tend to request.

This list isn't nearly as good as what a home inspector would go through but it's something to get you started.

If you do not have these items squared away before listing your home there's a good chance you will be asked to resolve them after you're under contract.

Take care of all minor repairs a handyman or yourself could handle while making note of all major repairs such as HVAC replacement. Immediately have any repairs completed that are under warranty.

Completing maintenance tasks

- Get a septic certification & pump the tank (if you have a septic)
- Calk and seal all windows and doors
- Make sure all light bulbs are working
- All new batteries in smoke detectors
- Check to make sure all tub, shower, and sink caulking is in good shape
- Flush your hot water heater
- Replace heating ventilation and air condition system filters & service
- Grease door hinges and locking mechanisms
- Grease garage door chain, tracks, tensioner, and pulleys
- Order a termite inspection & treat as necessary (if not already done)
- Inspect your roof & repair as necessary (if not already done)

Septic Cert Reinspection Fee Request the companies reinspect & pump fee in case you don't get the home sold in the next few months. Some offer a discount for reordering up to 6 months after original inspection.

Complete per building code and lender requirements

- Install stove anti tip device if not already installed
- Install air gap / loop for dishwasher if on is *not visible* under sink
- No double cylinder deadbolts on home exits. Must all be single cylinder.
- Smoke detectors in all Bedrooms & hallways leading from bedrooms.

Checking for warranted defects

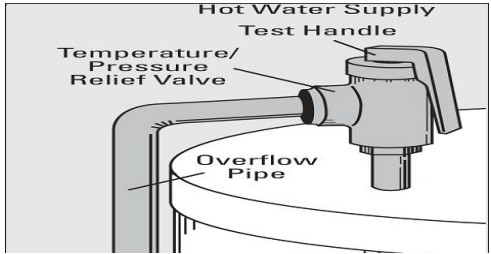
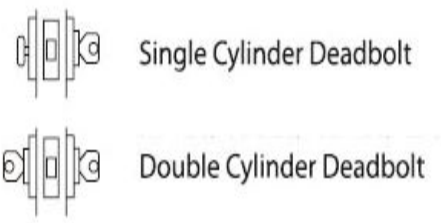
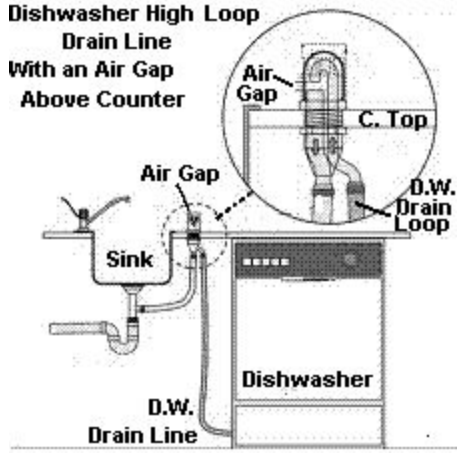
Heating, Air Conditioning, plumbing and electrical systems are warranted in the Arizona Purchase Contract. They *must* convey in working order with the sale of your home. The only way around this is through an As-Is sale which will take a massive hit in sale price. It's in your best interest to get them working before you list your home.

Make note of any of the following issues you find and repair as necessary.

- Complete HVAC maintenance (if not already done)
 - If evap cooler is it properly serviced? *Consider removing and replacing with central Air. Evap cooling is a sales killer!*
 - Test Heater
 - Test Air Conditioner (should cool 20 F from inlet to outlet)
- Does your hot water heater supply hot water & all plumbing work?
 - Test hot water heater TPR valve (replace if faulty)
- Do all your water fixtures work properly both hot and cold side?
 - Do any of your water fixtures leak?
- Do you have loose or exposed wiring anywhere?
 - Any missing switchplate or outlet covers?

Checking for Non-warranted defects

- Any of cracked windows or bad seals (condensation inside panes)?
- Do you have any cracked roof tiles?
- Any cracked or buckled cement where people could trip?
- Any water stains or mold on your walls?
- Do all your windows and doors open and close securely?

	<p>Look to the outlet on the overflow pipe to see if it's leaking any water. If it is hire a plumber to inspect the hot water heater and replace the valve as necessary.</p>
 <p>Single Cylinder Deadbolt</p> <p>Double Cylinder Deadbolt</p>	<p>Double cylinder deadbolts present a safety hazard as you cannot exit the home without the key.</p>
	<p>An air gap prevents your dishwasher drain line from inadvertently sucking water out of the sink into the dishwasher.</p> <p>Some inspectors will pass a home with the dishwasher drain line secured <i>above</i> the sink drain.</p>

Disclosure is your ally

There's an old adage in marketing. That is, "The more you tell the more you sell". Don't cover things up. Nobody and nothing is perfect.

Make sure to share that you remodeled a wall because of mold. Or you treated termites on your property. Share the clean inspections and reports.

Brag a little throw in your upgrade receipts and contractor invoices. This not only protects you against future lawsuit it also proves you are an honest trustworthy person well worth doing business with.

Bonus: Incentivise your sale with a home warranty

I encourage almost *all* my clients offer a home warranty with the sale of their home. Home warranties very clearly increase the offer amount that individuals present. Buyers most always ask for them anyways by offering it up front you stand to get a better price.

It is common to see homes selling for \$5,000 more than similar homes simply for offering a 1 year home warranty. These costs around \$500. That's a 10 times return on investment! Plus many warranty companies will cover you for *free* through your real estate agent during the listing period!

Get a customized equity boost strategy for your home

If you are considering selling your home in the next three months? Call, Matthew Jeschke at 520-344-3481 for a custom equity boost strategy for your home.

Every consultation starts off with establishing your goals. Then we move onto a quick evaluation of your home and areas where you could best boost your home's value.

If you decide to sell your home then there's a several week pre-launch phase (length determined by you) in which you prepare your home for sale. In the mean time I promote your home before it hits the market.

Give me, Matthew Jeschke, a call to learn more 520-344-3481