

Trying to Trick the Inspector? Don't Bother

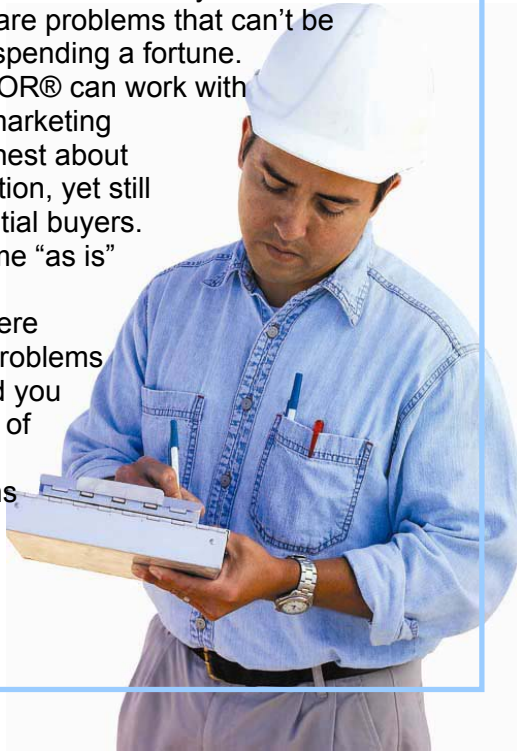
If you think you can fool the home inspector by painting over water spots on the basement floor or hiding a crack in the wall by hanging a picture, think again. Although most inspectors don't have X-ray eyesight, they're used to sniffing out cover-ups. So painting your basement floor or walls might actually raise a red flag even if there's nothing wrong.

The same goes for heavy furniture or boxes pushed up against a wall or rugs that are tacked down to cover a stain. Likewise, if you have a water problem, turning off the water valve will cause concern (after all, a good inspector will test all the faucets).

So instead of implementing these tricks, talk to your agent about the condition of your home, especially if there are problems that can't be corrected without spending a fortune.

A good REALTOR® can work with you to develop a marketing strategy that is honest about your home's condition, yet still appealing to potential buyers.

Selling your home "as is" allows buyers to understand that there may be potential problems with the house and you discount the effect of any possible pre-closing negotiations the buyer might try upon learning of a problem.



CRS is a professional designation I am working toward earning.

Choosing the right REALTOR® is the key to a successful sale. Picking an agent can be tough. But knowing the credentials to look for in a REALTOR® will help both the seller and the buyer feel at ease throughout the entire real estate transaction.

As CRS designee I have taken advanced training in areas such as business planning, real estate investing, marketing and technology. As an additional peace of mind, I must maintain membership in the NATIONAL ASSOCIATION OF REALTORS® and abide by its Code of Ethics.

In February I went to Green Bay for 4 days of training & completed a Buyer Sales Strategy Course. This includes the growing importance of negotiation as well as sales strategies in today's residential real estate market. This advanced course covers the many and varied needs of the buyer, who is making the largest single purchase of a lifetime. The segments of the course included counseling techniques, understanding human behavior and professional knowledge of the required steps in the real estate sales sequence.

It's about you the customer, you are important and I want you to receive the best service possible!



Do you know someone who is thinking about buying or selling a home? **Please mention my name.**

This newsletter is for informational purposes only and should not be substituted for legal or financial advice. If you are currently working with another real estate agent or broker, it is not a solicitation for business.



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