



Premier Properties Journal The Market Place

Being a Nice Seller

Once the transaction details have been negotiated everyone is pretty much on the same side of the table working towards a common goal, the close of escrow. That doesn't mean that things won't come up that need to be negotiated or otherwise agreed on, but it should be easier to keep the results of agreement in perspective. Either you mitigate your differences and close, or draw a line and perhaps start the sales process all over again.

Sellers have many ways in which they can assist their Buyers in their purchase and transition in moving into their new home. The more a Seller helps a Buyer, the less of a chance that the Buyer will overreact if something hiccups in escrow, or even after the close. The nicer you are, the less their perception of you will be that you were out to get them in case something goes awry.

One easy way to show good will is to leave notes about the property. Instructions on the sprinkler system, where the flowers are and how the garden works are usually greatly appreciated. Also leave instructions on systems of the house that you may have installed, i.e.- water softener, water filtration, central vacuum system, air filtration, radon system, solar power, solar hot water assist, generator back up system, etc. When to do maintenance, where to get filters, how to use, who to call for repair, etc. It will give a lot of confidence to the new Owner as they embrace the experience of owning your home.

Some properties have such extensive landscaping that the gardener that has been keeping the place up so beautifully becomes an important part of the transfer. Be sure the new owner knows who he/she is, what your arrangement has been, and how to contact the person. Any nuances in the relationship should be passed along so the new people can sustain the relationship and keep the property looking great after they move in.

Give them a heads up about the neighborhood, who lives where and what they can expect from the neighbors. If you've been hauling the elderly neighbor's garbage out for years let them know, and also advise them if they are to expect one of her fine fruit cakes at Christmas that even your dog won't eat. Do you have a relationship with a contractor that they may wish to continue? What is the wildlife like around your place - full of birds or predators looking for cats and dogs? Either way is fine, it helps to know the reality of the circumstances in advance.

My Advice:

You are getting a good price for your home and it doesn't come with an instruction manual. Help the Buyer understand what they have purchased and you will have a happy Buyer for a long time.

1. Think about your home and envision **yourself** moving in on day one. What would you have wanted to know to make things go smoother?
2. Make a list, or two or three and give them to your Agent to present to potential buyers, or to leave in the home.
3. Leave the manuals, plans, or invoices for the home that you have in a drawer in the kitchen, and your efforts will go a long way to helping your Buyers value their purchase of your home.

If you find this information useful and would enjoy continuing to receive it, I would appreciate a quick email response.



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