



**FIRST COAST NEW HOME  
BUYING EXPO**

What you need to know before you buy or sell a Home



**You have to have a  
plan...**

***Marketing your home to  
the buyer***



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## **You have to have a plan...**

### **I. Look at your home through a buyer's eyes:**

#### **A. OUTSIDE:**

- 1. Siding – condition of wood, brick and stucco**
- 2. Woodrot – it is an organism**
- 3. Termites – live infestation, old damage – BONDS**
- 4. Curb Appeal**
  - a. Landscaping**
  - b. Front door**
  - c. Sidewalks & Driveway**
- 5. Fences**
- 6. Roof and gutters**



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### **B. INSIDE:**

- 1. Paint & Wallpaper**
- 2. Flooring**
- 3. Clutter**
  - a. Closets**
  - b. Cupboards**
  - c. Furniture – Less is better**

### **C. SYSTEMS:**

- 1. Heating & Air Conditioning**
- 2. Plumbing**
- 3. Electric**



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*New*  
**Homes**  
  


## **You have to have a plan...**

### **II. Disclosures:**

**A. Why are they important – No more “Buyer Beware!”**

**B. Latent Defects**

**C. Copy of deed and survey**

### **III. Showing the property**

**A. Securing valuables**

**B. Presentation in the best light**