

Re-Issue – 2021

How Wrong Hiring Choices Sabotage Selling Our Home

*References Appear At End Of This Guide

Preview

No doubt, when we decide to sell our home, there are quite a few things which must be done to ensure the sale. Much of the time, in spite of reservations we may have enlisting contractor support, we may have to cancel them. Often there can be some items best left to *credible* professionals in the building trades i.e. home contractors. Obviously, this means it WILL be crucial for us to invest perhaps thousands preparing our home before listing. But that is just for building trades personnel. There are additional disbursements which we may also need to make in this extraordinary move selling our home. Bright side is that all costs can be recouped in the final listing price. Succinctly, we only increase its appraisal rating i.e. we add to our home's market value.

Yet all hopes for selling our home for more than our original purchase price can be dashed in a single bad decision. Evidently, the most pivotal move entails our choice of building trades personnel. Certainly, this is nothing to take lightly. In effect, when we anticipate hiring building trades personnel to accommodate essential improvements, we will do just fine after very careful research into their reputation(s). It can be invaluable towards our having practical information on which to base our hiring decision.

Selling As-Is

In the old days (as far back as early 1960's), generally, we could sell our home *as-is* and get away with it. Although in quite a few places this remains the norm that may not necessarily be so in our area. Is it? We may want to opt for the safe-side with prospects and our municipality by first asking this question: *Is there an ordinance in our area which specifically requires us to upgrade our homes before selling?*

Apparently, this completely overrules guessing about standards for our locale. It can be greatly advantageous for us to KNOW what they are.

Buyers Ask, is a reputable website which helps answer lots of property-related questions. Among these are tips on how to find out about parameters for private home sales by its owners. Here are a few:

“a. Check with a local *real estate agent*. They are usually familiar with what the local requirements are, *if any*.

b. *Home inspectors* are also a good source of information. They are usually familiar with any requirements that the state or local municipality might have.

c. Call the *local building department* or *city hall*. They will normally be able to answer your questions or refer you to someone that can. Also, the *local city or county website* may have information on any requirements that they have.”

It may be better to do *a, b, and c*. Check with *credible* real estate pros, a *trustworthy* home inspector, and local authorities by means most *accessible* to us. Have a well-rounded perspective. Learn of legal loopholes and options. Entirely our prerogative. Still it is true that it is better to know of any risks selling *as-is* than to speculate. We want this to be a success!

We Want This Sale To Be Made Well

The irony, of course, is that when we assumed title, we perhaps did not anticipate one day having to sell the house. There was a time when [as most private home heads]it was a given that we WERE NOT selling. The major reason is that, innately, home is the *ultimate center of our lives*. Notwithstanding the fact that there are always improvements on our minds, this is it. Many of us have made significant sacrifices just to own - and to prevent losing it. Home has become for us a central *shrine* - not for sale.

But there comes a time in the lives of some when home is delegated to the status of a *sacrificial lamb*. Although we retain reservations letting it go - we must. There are many reasons - yet each revolves around furthering our comfort and convenience after-the-fact.

This can be otherwise defined as conceding to what we believe is necessary to be relieved of what has evolved into something far too burdensome to retain. But we prefer to do this for a reasonable price tag - benefit. We want the end result to be palatable. By that same token, so does the buyer.

Going For Mutually Satisfactory Outcome

When we first purchased our home, we perhaps had every expectation for it being everything we hoped towards our happiness. Now that we are selling it [hypothetically or actually], there may be some defects we have overlooked. Even worse, some which we are aware of but, without malice, assume the buyer would *get used to, also*. Example, sluggish water flow.

Perhaps when we assumed ownership, it was like that. We have become accustomed to it. If it was good enough for us, we can easily surmise it would be likewise for the buyer. Caution. We may want to reconsider that nature of predisposition since there can be very costly ramifications. Low water pressure indicates a *very serious plumbing issue*.

Although we may have taken it in stride, this may not be pleasing to our local building department. It requires professional attention. Better to have that taken care of if there is an ordinance against selling a home with *faulty plumbing*.

This returns us to the need for professional assistance. In this case, a plumber who meets all posted standards for a person of that vocation. Our municipality offers specifics as to what those requirements are. Get the wrong one, we may get a temporary fix which can erupt into a great big mess. What is more, it can occur AFTER we sell our home. No doubt, this is nothing either the new owner or we are going to be very happy about. We can also be held accountable and successfully sued. Outcome: Mutually *unsatisfactory*.

Subsequently, before we list our property, we may want to prioritize being certain:

- a. We know what home sales standards are in area where the property is located.
- b. We take every reasonable measure to ensure, if there are local codes, that we meet them.

Home Inspections

Certainly, when it comes to basic inspections as we are considering sale of our home, these begin with us. Some sources recommend that we gradually detach ourselves from it focusing more on how we can make it more appealing to future residents. However, it can be important to remember there are features, functional or otherwise, which very possibly require assistance from *reputable* building trades personnel i.e. plumbers, carpenters, painters, appliance technicians, landscapers, electricians, etc.

We may not at this point know how many, if any, contractors we are going to need for assist as we graduate towards inevitably listing. Still, if there are permit requirements, we want to be certain our decision for related contractors is consistently sound. But this is not solely for *permits*. Dishonest building trades personnel are not likely to do anything to let local government track their activity.

All in all, they are fraudulent and often work against our best expectations. In short, when we think about selling the home, we can benefit always bearing in mind the high probability enlisting contractor support – at one point or another. Consequently, it can be to our advantage to have intact basic protocol for if and when we are ready to hire. This home guide is part of that. In the meantime, we can personally inspect our home to make a record of *trouble spots* and ascertain if whether or not these are within our ability to resolve.

Common Trouble Spots

One extremely reputable online source for identifying home issues which can be detrimental in the sale: *Findlaw*. It is a private corporation of attorneys who regularly offer legal tips and attorney access online. Among the former, there is very useful information on *trouble spots*. Among these:

1. Bad sewer lines or rusted pipes
2. *Hidden* water damage
3. Rotted wood or termites (learn more about termite letters)
4. *Huge* cracks in driveways or house foundation
5. Bad or old ventilation or windows
6. Septic system or heater issues
7. Radon leaks
8. Outdated wiring
9. Bad roofing
10. Electrical, plumbing, and HVAC issues

If we have any of these, we are going to require professional assistance from various vocations of tradespeople. Remember: This *Top 10* list is garnered by one of the best national online sources for attorneys. Yet it is important to also note that each defect would be credible grounds for nullifying sale of our home.

Plainly, for some anticipating listing the house, this can be a greatly horrific reality check. Nonetheless, it is inescapable. Even if sold *as-is*, any can still generate a civil complaint such as '*But they didn't tell me everything I should've known about it.*'

When we walk-through and around our home inspecting, we may want to be certain there is nothing which can *come back to haunt us*. Some properties have all above issues, others a few, more a couple. Best recommendation is to tackle the most expensive, first. The reason is that, even if we accomplished all *presently* most affordable, it is very likely that the *cumulative amount* invested towards these would deter that. This means after we have taken care of all the smaller issues, we may have exhausted our funds availability for addressing our biggest: Hypothetically, the failing roof. In this case, we are going to need a roofing company.

We may not want to call in the city inspector – just yet.

Finding The Right Roofing Company

In keeping with our theme of having a defective roof, let us focus on our protocol for so doing. Which roofer will we call for roof replacement? Is it the one advertised online or via our digital monitors? How about one our neighbor recommends? Have they replaced *that* neighbor's roof – or is it that the neighbor only knows someone in the roofing business? Well? What kind? How is the company's customer relationship? Terrible or Exemplary? If we asked the typical person who recommends someone in that profession, we will apparently learn the individual knows absolutely nothing about the business' record at City Hall or through other reliable consumer and related sources.

Accordingly, to best answer our question, we can do so with authority through:

1. *First-hand knowledge*. The firm is known. It has a great performance rating in the neighborhood. We have witnessed the company in action.
2. *Researched knowledge*. This is usually acquired through tapping into third-party sources such as government records, online reviews, and what neighbors are saying.

But these are also reliable sources for validating the competence of contractors other than roofers. Mention of roofers in relation – only an example for how we can select the *right contractor* for assisting in addressing our most important property challenge. It may be our driveway, sewage lines, windows, stairs, siding, or whatever. Nevertheless, we can really gain the edge preparing our home for sale through first remedying the most *gruesome*, most expensive property imperfection. We can address the others at some later time.

Most importantly, what can be even more petrifying for our sale than the worst part of our property is something which can be easily overlooked:

The quality of our hiring decisions.

On these hinge the ultimate success or calamity for the sale.

Summary

We may want to really re-consider if we can afford to sell. When we opt to do so, why not work on preparing our strategy early? Add value to what we know in resident-contractor relations. Pick a time for returning online to also visit HGRBS to get a few more self-empowering tips. These can enable us to make even better hiring decisions. All information is free. These guides are useful in augmenting our decision-making prowess towards hiring most suitable building trades personnel.

We have a house to sell!

HOME IS THE BEST WONDER OF THE WORLD!

**Edited with special assistance from J. Anderson*

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Helpful References

Home Guide – HGRBS – Who Is This Contractor?

<https://www.hgrbs-flagship.com/resident-strategic-studies.php>

Consumer Reports Special Alert About Home Inspectors

<https://www.consumerreports.org/home-inspections/how-to-choose-a-home-inspector/>

Advice On Discovering What Is Required In Locale Of Property

<https://buyersask.com/edu/code/sellers-required-bring-anything-code-selling-home/>

Home Fraud Couple Also Hire Phony Building Inspectors

<https://www.wane.com/news/crime/couple-arrested-for-home-repair-fraud-police-urge-victims-to-come-forward/>

Required Real Estate Disclosures When Selling Property

<https://realestate.findlaw.com/selling-your-home/required-real-estate-disclosures-when-selling-property.html>

Find Law – Real Estate – Sellers’ Responsibility

<https://realestate.findlaw.com/buying-a-home/home-defects-discovered-after-the-sale.html>

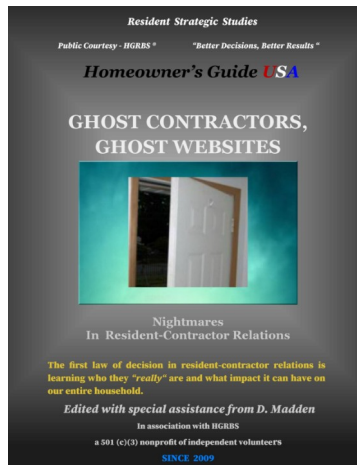
***Home Tips On Selling House**

<https://www.maxrealestateexposure.com/home-inspections-buyers-sellers/>

Things To Know Before Selling Your House

<https://www.werbarealty.com/top-10-things-know-when-selling-your-home>

GHOST CONTRACTORS, GHOST WEBSITES



ACCESS

Here is a free homeowner’s guide for download. There is no sign-up or sign procedure. “Ghost Contractors, Ghost Websites” is a most usual booklet which we can keep on hand to refresh our memories about the ongoing prevalence corrupt individuals we need to keep away.

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