



TAKE IT OR LEAVE IT

Lighting is a major factor in how potential buyers feel when they enter a room. Before showing a property, agents usually turn on most of the lights throughout the home to make each room more inviting. However, sellers should note: Any light fixtures they want to keep must be taken down before the potential buyers' arrival. By contract, a buyer has rights to anything that is permanently attached to the home (including lighting). Often sellers make the mistake of leaving up an expensive lighted wall sconce or chandelier. Buyers will assume those objects come with the home. The easiest way for sellers to prevent this is to take down anything that they want to keep before putting their home on the market. Objects such as lighting fixtures can be easily and inexpensively replaced at the sellers' local home store. Sellers can also consult with their listing agent and note in writing which items stay with the house. Be sure to list those items that you want to take (or leave) in writing before the contract is signed. Some other commonly overlooked objects are: curtains and shades; built-in pieces of furniture (like a couch or banquette in the kitchen); a garden swing that's attached to the roof of the home or enclosed back porch; and a grill that's attached to a gas line.

Remember, if you love it, take it down, because the buyer just may love it too.



CRS: Quality Control

Choosing the right REALTOR® is the key to a successful sale. For many sellers the all-important step of picking an agent can be a daunting task. Knowing the credentials to look for in a REALTOR® will help both the seller and the buyer feel confident throughout the entire home-transaction process.

A Certified Residential Specialist (CRS) is an agent with an outstanding level of achievement in the profession. CRS agents have either a high volume of sales or high number of transactions (and often both), as well as advanced training in areas such as business planning, real estate investing, marketing, and technology. For additional peace of mind: CRS agents maintain membership in the NATIONAL ASSOCIATION OF REALTORS® and abide by its Code of Ethics.

When you work with a CRS, you are working with the top 4 percent of agents in the country. He or she can offer years of experience, demonstrated success and insightful advice to help you make smart decisions about selling your home. The real estate market is tough, fast-paced and competitive, but with a CRS agent by your side, selling/buying your home becomes a profitable and enjoyable experience.



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