

MAINTENANCE

Service it before they ask

I spend a lot of time on the buyer side of these transactions, and I can tell you exactly what happens in an inspection when a seller has records and when they don't.

Without records, every aging system is an open question and the buyer's agent is obligated to treat it as one. With records, most of those questions close before they become requests.

TUCKER'S TIP

If the buyer asks whether the boiler has been serviced and I can put an invoice from last week on the table, that conversation may already be over.

SELLER TOOL • MAINTENANCE RECORD

SYSTEM	DATE SERVICED	BY WHOM / INVOICE ON FILE
Boiler or furnace		
Fireplace / gas appliance		
Filters replaced		
Water heater		
Snowmelt system		
Radiant floor system		
Chimney / flue		
Dryer vent		
Septic (if applicable)		
Roof / gutter inspection		
Deck seal or stain		
Other		

Keep the actual invoices together in one folder, digital or paper. We will either hand them to a buyer proactively or have them ready the moment they are asked for. Both are better than looking for them under deadline.