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## Should You Include Your Appliances?

Appliances are always questionable inclusions with the sale and purchase of a home. Often, for the seller moving up, it's not an option to consider purchasing new ones. The seller moving down may be going into an apartment, condo or co-op where appliances are included. The relocating seller may be reluctant to pay to move such heavy items. So, is it a good idea to include appliances in the sale of your home? That depends on your situation. Sometimes, by leaving them out, you can use them as a bargaining chip while you're in the negotiation process. House hunters seldom say, "Show me

only those houses that include appliances." Suppose some buyers comes in with a low offer and you want to stand firm on your price. It takes the sting out of your refusal if your counter offer says, "Well, we can't drop our price, but, we'll throw in the washer and dryer." Then, the buyers feel they've accomplished something. After the agreement of sale is finalized, it's time to ask whether the buyers are interested in any other items you are interested in selling. But, try to make that between you and the seller: Realtors sell homes, not furniture and appliances. A caution for those buying

used appliances, although you may ask that those appliances be working on closing day, there is no guarantee on used appliances. Many lawyers will simply advise you to take a seller to small claims court as used appliances are rarely worth much.

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