



Johnny Kay

ARROW

Home Inspection Service, LLC



Home Inspection Tip of the Month

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The Pre-Listing Inspection

The typical home selling and buying transaction typically includes the buyer having a home inspector come into the home on the buyer's behalf. The buyer and their inspector leave your home with more information and knowledge regarding the current condition of your home than you.

The scenario places the homeowner in position of wandering and waiting to hear the results of the home inspection. The seller can and may be totally surprised by a major concern that must now be addressed at the 11th hour. The buyer may now want the seller to pay to have it fixed, reduce the sales price of the house, or in worst case scenario, return their earnest money and void the sales contract.

Having a Pre-List Inspection performed on your home can help the seller avoid some of these situations. First and foremost, you will be pro-active, instead of reactive, in knowing and understanding the current condition of your home.

Advantages of having a Pre-List Inspection on a home you're selling:

- 1) You're being Pro-active and not reactive;
- 2) You gain valuable information "first" regarding the current condition of your home;
- 3) You eliminate the "shock value" of having someone else tell you the condition of your home
- 4) The report can help you and your agent realistically price the house:
 - a) you may identify and perform the needed repairs and be able to substantiate a higher price if the problems have been corrected;
 - b) price and sell the home "as is".Both of these approaches can and may reduce negotiations in the sales contract.
- 5) The seller may wish to attach paid invoices for repairs made for the buyer to view. This can and may reduce some of the buyers' anxiety and suspicions.
- 6) The report can give you insight on some areas you may wish to upgrade (i.e. Smoke detectors, GFCI protected circuits)
- 7) It shows the potential buyer that you are acting in good faith rather than receiving the buyer's inspection report and saying "I didn't know anything about that". This situation can and may make a buyer reluctant or even suspicious.
- 8) Spending a few hundred dollars upfront on repairs can and may save you thousands when repairs are negotiated by the buyer to reduce the sales price of your home due to needed repairs. (generally, negotiated repairs are valued at inflated prices versus the actual cost of the repairs)

Hope this information helps and Good Selling to You !

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