



GET AN INSPECTION BEFORE YOU LIST FOR SALE

If there is one thing that most home sellers fail to do before listing their home for sale it is to have a home inspection. According to the U.S. General Accounting Office, more than 85% of home buyers who applied for a mortgage also requested an inspection — not too surprising, since home inspections reveal hidden flaws and potentially pricey repairs. But even though an inspection can make or break the deal, most sellers wait for the buyer to take the initiative (and chew their nails while awaiting the results). Here are a few reasons why you might benefit from getting your home inspected before you put it on the market.

Reason #1: Reassure prospective buyers

Providing a pre-inspection assures the buyer that no major surprises are in store and may be just the push they need to get them to submit an offer. If you are lucky, the buyer might even skip the inspection and use the report you provide.

Reason #2: Buy yourself some time

Even in new homes, chances are a home inspector will find at least a few problems. Typically, you may only have a few days to decide whether to make the repair or adjust the sale price appropriately if the buyer's home inspector finds a problem. A pre-inspection gives you more time to compare prices and repair options from a variety of contractors, if necessary. At a minimum, even if you don't make the repairs, you will know what to expect when the buyer conducts their inspection.

Reason #3: Know where you stand

Whether you'd like to admit it or not, your final selling price is determined long before the inspector ever sets foot inside your door. That leaves a huge question mark lingering over your negotiations — are you going to be forced to drop your final figure again if a major problem is uncovered? By getting an inspection early, you'll know what concessions a buyer might request. That allows you to set your asking price accordingly and find out whether or not you're in a position to play hardball. Commonly, buyers and buyer's agents look at the home inspection as a second opportunity to negotiate price. If you arm yourself with the right information upfront, you can deal with any problems that may exist head on.

Reason #4: All inspectors aren't created equally

An inspection is, in some respects, an OPINION. What one inspector might feel is a major issue, might be seen as a common repair by another. The inspector selected to conduct the buyers home inspection is, just that, THE BUYERS INSPECTOR. So it goes without saying, that when the inspection results come back, the buyer will consider the report as FACT. If the buyer's inspection uncovers something that our recommended inspector did not feel needed repair.... there will be a discussion to be had! Typically, sellers NEVER have this kind of fire-power to combat a discrepancy, because they have nothing to compare the inspection results to. This is BY FAR the most obvious and

All in all, the decision to have or not to have a pre-inspection done by one of our recommended inspectors really boils down to the question of

*“Is there any reason a \$350 INVESTMENT to protect & educate yourself in
the sale of your largest asset worthwhile?”*

Some other key factors to consider:

1. Uncovering and repairing 'the little stuff' such as a faulty outlet, or a leaky pipe is likely to cover the cost of the inspection in and of itself. Most agents will recommend that their client request the repair be done by a 'licensed professional.' If you fix it before they find it, you can save a significant amount of money by having a handyman (we have plenty we can recommend) visit your property and knock out a 'punch list,' prior to listing.
2. We can essentially provide buyers with 'a clean bill of health,' of your home if you have a pre-inspection that A. shows no repairs needed or B. you make the repairs and we have our inspector provide a final inspection report with the results AFTER the repairs have been made.
3. Some buyers will accept our inspection report and elect NOT TO HAVE THEIR OWN DONE!
4. Inexperienced buyers, especially first-time buyers, as well as a large percentage of agents do not understand how insignificant many repairs in a home actually are. To you, replacing a couple of outlets or grounding a few wires may be minor, even something you could fix yourself; but, to someone who doesn't understand what that entails, it could result in a buyer going as far as canceling a contract after the inspection!
5. As a company, we have collectively been involved in well over 1000 real estate transactions where we represented the buyer. In less than 1% of those transactions, was a seller-induced inspection conducted. This methodology is so simple, yet it is so rare that every time we have done this, the result has ALWAYS produced a result in our sellers' best interest. Think of it like this, when a used car dealership has a Carfax report showing that the car they are trying to sell you has a flawless history, it's probably going to be one of the first three things they bring up when you try to negotiate the price. So, as a 'used house' seller, why not empower yourself with essentially the same report when selling your home!

WE LOOK FORWARD TO HELPING YOU COMPLETE A SUCCESSFUL SALE OF YOUR HOME IN THE VERY NEAR FUTURE!

The Producers Real Estate Team