



Benefits Of A Pre-Listing Home Inspection

There are times when I work in very unconventional ways. Typically a buyer pays for a home inspection after they have fully executed a purchase contract. **There are many benefits** for you as a seller to perform a pre-listing home inspection prior to you finding a buyer.

1. **Reduce the stress of selling your home.** By getting an inspection before listing, you can help eliminate a lot of stress surrounding the sale. Your home may have some hidden issues. With an inspection, you will know if any such issues exist and you will have the opportunity to address them. Perhaps you know how to make the necessary repairs or I may be able to suggest one of my contractors of choice. Using contacts you or I know versus a contractor requested by a buyer may **save you money**.
2. **Help with pricing your home correctly.** The price you set for your home is one of the most important parts of the sales process. Having a pre-listing home inspection, you will have a much better understanding of the value of your home and then price accordingly. If improvements are made we will be able to market accordingly and likely **increase the asking price**.
3. **Speed up the sales process.** A buyer that knows you have already had the home inspected is going to feel a lot more comfortable in negotiations for a purchase contract. Most people don't want to buy a house that has hidden issues. Whether you have addressed small issues (ie. downspout extensions, replaced GFCIs, level air conditioning units etc...) or large issues (i.e. roof defects, mold, or cracked heat exchangers) you can be upfront about them. It will be clear that the price of the home reflects the knowledge of those issues by presenting a copy of the pre-listing home inspection to the buyers. **90% of buyers choose not to do another home inspection** if they see a pre-listing home inspection dated within a couple of months of their offer.
4. **Avoid the need for renegotiation.** If a seller chooses to not to do a pre-listing home inspection and a buyer does a home inspection after the acceptance of an offer, the buyer may want to renegotiate after learning the findings of the home inspection. They naturally have the upper hand or are in the "driver's seat", because they know if you don't come to an agreement with the renegotiation, the buyer has 2 days to decide if they still want to buy your home. **Pre-listing home inspections often prevent the buyer from renegotiating.**
5. **Help improve buyer's confidence.** For most people buying a home is the most expensive investment they will make. A buyer and their lender calculate what they can afford for the purchase price. The buyer will try to estimate how much money will be required to live in the home and keep in good repair in the future. If the buyer has any thoughts that the home might have hidden problems, the offer they make will reflect that. A pre-listing home inspection can help eliminate much of the doubt about the home. **Buyers often have a better feeling about the seller if the seller is upfront and presents the buyer with the pre-listing home inspection notating what items have been addressed.**