



The Importance of Pre-Inspection for A Home Sale

Selling a home can be stressful, but it DOES NOT have to be. For sellers to keep their sanity during a strong buyers market, **a pre-inspection of the home is vital in de-stressing the process.** Every seller thinks they have the best house on the best lot in the best neighborhood, but they may not know what secrets lurk in their walls or under their home. A certified home inspector can do a thorough inspection of all major systems, building materials and structural stability of the home **to ensure that there are no surprises.**

In a Buyer's Market, there are more houses per buyer for sale. With so much inventory, this can give the buyer an unfair advantage over the seller once negotiations begin. If they don't get what they want, they move on the next house on the list.

Once we get a contract, the buyers will have an inspection done on the home. They will go through the inspection report and ask the sellers for certain concerns to be fixed. There is no limit to what they can ask for.

At this point, the seller probably feels they have reduced their house for thousands below what they feel it should have sold for. While the seller is down, the buyer hits them again with a laundry list of repairs to be done. The emotional seller puts their foot down and ceases negotiating any repairs. The buyer walks away. **DON'T LET THIS HAPPEN TO YOU!**

Having a pre-inspection done can give the home seller a huge competitive edge in a Buyer's Market. The seller could have most of the repairs taken care of prior to selling and not be surprised by the items found in any subsequent inspections. **Spend a little money now and be an empowered seller later.** This will reduce the stress of selling a home, potentially saving money and your sale.

*Adapted from an article by Rhonda Duffy

