

Pre-Listing Or Seller Inspection

If you are in the market to sell your property, having a pre-listing inspection is an important consideration. More than likely, a serious buyer is going to conduct an inspection. It is wise to know what they could find by finding it first.

What is a pre-listing inspection?

A pre-listing inspection is a home inspection that is performed before the home goes on the market. A pre-listing inspection provides a major benefit because it can help create a powerful marketing tool that can be used during the process of selling your home.

How will a pre-listing inspection benefit you as a seller?

- Home may sell faster!
- Home may sell for more money!
- Helps you to prepare your home for the real estate market.
- Creates a unique selling advantage over all the other homes on the market.
- No more buyers walking away because there may be a problem with the home.
- Buyers may be encouraged to waive or forego their inspection contingencies.
- No more negotiations or 11th-hour re-negotiations based on the other inspectors findings.
- No more buyers walking away because they don't have enough time for an inspection.
- May reduce the inconvenience to you in order to accommodate the buyer's inspector and schedule.
- You choose the inspector based on reputation and credentials.
- You schedule the inspection to your convenience.
- You resolve any differences of opinion about the home before it goes on the market.
- All homes have room for improvement. Disclosing the condition of the home allows you to reflect the condition in the listing price, rather than have to negotiate again later when issues are discovered.
- You fix any conditions identified (if you choose to) or simply reflect it in the purchase price. This takes it off the table as a negotiating point against you.
- Permits you to attach repair estimates or paid invoices to the inspection report.
- Removes over-inflated, buyer procured estimates from any future negotiations.
- Saves you from having to hurriedly procure repair estimates or schedule repairs in order to save a deal.
- Your deals are less likely to fall apart the way they often do when buyer's inspections unexpectedly reveal problems at the last minute.

Before you put your home on the market, consider the home seller inspection services available from NCHI. The professional home inspector will provide you with a clear understanding of your home's condition, including pin pointing any safety concerns, and making recommendations for property enhancements. You can then decide which improvements you'd like to make before listing your home or adjust the sale price to reflect the estimated cost of any repairs.