

"PRE-SALE" "HOME INSPECTION" PLAN FOR HOME SELLERS

Not so long ago Home Inspections were viewed as something that only buyers requested. In recent years, however, Inspections ordered by sellers before their home goes on the market have gained in acceptance and popularity. It has been determined that Pre-Sale Home Inspections have greatly exhilarated the sale of listed properties. They are even strongly recommended by members of the National Association of Realtors and the National Association of Certified Home Inspectors. Savvy sellers/realtors recognize the advantages offered by a Pre-Sale Home Inspection. The sellers/realtors gain knowledge from the Pre-Sale Home Inspection of listed properties when it comes to pricing, marketing, negotiating, and dealing with post-sale legal issues.

How Can A Pre-Sale Home Inspection Benefit A Seller?

Easier and More Realistic Pricing!

A professional, Pre-Sale Home Inspection, helps with pricing in two important ways. *First*, it helps move a seller's mindset toward objectivity. It is no surprise that sellers often have a difficult time remaining impartial about their own property. It is home after all, and that sentimental value can translate into a price higher than the market will bear. The Pre-Sale Home Inspection Report gives the seller objective information to factor into the pricing decision. *Second*, the Pre-Sale Home Inspection Report reflects the current condition of the property. A seller can take that true condition into consideration and set the price lower if the home has deficiencies and higher if the home is meticulously maintained and upgraded.

Eight Good

Reasons

Pre-Sale
Inspection
Programs
speed up sales
by
50%

8+1 Sound Reasons

1. It allows sellers/realtors to see the home through the eyes of a critical professional third party.
 2. It assists in realistic pricing.
 3. It permits sellers to make repairs ahead of time so that...Defects won't become negotiation stumbling blocks later.
 4. It allows sellers the time to get reasonably priced contractors or make necessary repairs themselves, if qualified.
 5. It encourages a buyer to waive the inspection contingency.
 6. It helps alleviate a prospective buyers concerns and suspicions.
 7. It reduces a sellers/realtors liability by adding professional supporting documentation to state mandated disclosure.
 8. It may identify immediate safety issues before agents and visitors tour your home.
- +1. Enhanced Market Impact...It boosts interest level of buyers/realtors.*

Sellers & Realtors



Take Note

PRE-SALE
INSPECTIONS
HELP
SELL
HOMES
UPWARDS TO

50%
FASTER

Contact Your Local NACHI Inspector
Today!

Sponsored By:
Great Lakes-East Chapter



<http://mi.nachi.org/greatlakes-east/members.html>

Less Liability and

Quicker

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As a real estate professional, you understand and appreciate the importance of a thorough and objective home inspection. Unfortunately, you also know the hassles of last-minute, pre-close inspections which, if unexpected problems are found, can slow the deal or kill it entirely.

No one likes surprises in a real estate transaction. Fortunately, there don't have to be any surprises with a Pre-Sale Inspection Program. By having a home inspected by a member of the National Association of Certified Home Inspectors before it goes on the market, the Seller/Realtor gains confidence and security by knowing in advance what the problems are and the repairs, if any, that need to be made. The home-seller can then either make the repairs before a buyer comes along or disclose the problems to the buyer during negotiations.

A Pre-Sale Inspection means:

- Enhanced credibility for the seller and the realtor.
- Reduced risk of costly litigation after the sale.
- Less negotiation when known defects are factored into the sale price.
- No last-minute surprises that could kill or slow the deal.
- Reduced listing time and faster sales.
- More satisfied clients and more referrals in the future.

Enhanced Marketing Impact

Prospective buyers are likely to find a Pre-Sale Inspected Home more attractive because the "What If" factor is not as great. Their comfort level is increased. So, mentioning the completion of a Pre-Sale Inspection when marketing a home can boost interest levels of both buyers and real estate agents. It can even tip the scales in the sellers favor if buyers are looking at similar homes and the competing properties do not have the benefit of a "Pre-Sale Inspection" report.

Greater Negotiating Leverage

Having details of the current property condition is an important advantage. Sellers discover issues that might delay or derail the transaction and can make advance repairs, thus heading off potential price concessions sought by buyers. Even if the seller elects not to make repairs, disclosing any defects up front and pointing out that the price is adjusted accordingly can deflate buyer's objections. Armed with solid knowledge of the current property condition and the Pre-Sale Inspection Report to back it up, a seller's confidence level and leverage in the negotiating process significantly increases.

More Accurate Disclosure

The state requires sellers to disclose the true condition of their home. Having a Professional Pre-Sale Home Inspection puts a seller/realtor in a better position to do that. Also having a Pre-Sale Inspection Report from an unbiased third party can help protect the seller/realtor should any post-sale legal issues surface from buyers who claim that an adverse condition was not disclosed. While the Inspection is No Guarantee that the dispute will be settled in the sellers favor, the fact that it was done demonstrates a good faith effort on the part of the seller to determine the real property condition at the time of the sale.

Buyers will most likely still request a Professional Inspection of their own. Sellers should encourage them to do so with the comfort that any unpleasant surprises that could be Deal Breakers are unlikely.

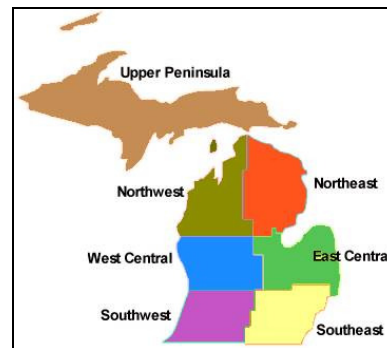


www.FindanInspector.us



<http://mi.nachi.org/greatlakes-east/members.html>

Who to Contact "Pre-Sale Home Inspections"



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