

# From the Home Inspector:

## ADVANCED KNOWLEDGE REDUCES HOME INSPECTION WOES

We have all seen the negative impact on a real estate transaction sometimes caused by a Home Inspection. Buyers and sellers are both surprised by the findings – the sellers thought their home was perfect and resent the criticism, while buyers think somebody was hiding issues from them and their dream purchase is now tarnished. Sometimes the transaction can't survive all these new concerns from the buyers and sellers. No one is really at fault; it is just the way the process works in some cases. But, There is an alternative to this situation:

## PRE-LISTING INSPECTIONS

Why not have the home inspected by an NC-Licensed Home Inspector prior to marketing. Such an inspection would reveal the true and full condition of the home, giving the seller and their REALTOR® a more accurate idea of the property value and the knowledge to better prepare the home for sale, while at the same time reducing the uncertainties and problems that may arise from a perspective buyer's inspection and subsequent findings?

Once a Pre-Listing Inspection is performed the seller has all the options. He can make the repairs and document them, or he can adjust the price of the home to cover the repairs and sell it as is. We have found that taking this preemptive action says to most buyers that the seller is making every effort to be completely honest and open about the property. We have also found that having this knowledge generally keeps the seller in the lead role when it comes to the final negotiations.

Also, Many sellers and their REALTORS® have found that these reports are a great marketing tool to submit along with the specifications and special features of the home. A good Pre-Inspection Report goes a long way in attracting a buyer and reduces a considerable amount of stress and uncertainties during the negotiation process, because everything is revealed.

REALTORS® and Home inspectors alike realize that the home inspections are seemingly in the wrong portion of the transaction and are rarely fair to the seller who ends up having to re-negotiating the deal after the buyer's inspection. The new Offer to Purchase Contract Alternative Two will reduce some of the problems inherent with the present home inspection process, but will not eliminate them. So if you want to reduce the hassles of a buyer's home inspection and other related problems and give your client the best marketing strategy possible, consider having your next listing inspected prior to putting it on the market. Your favorite Home Inspector can explain the particulars of this type inspection for you. I can assure you from experience that you and your seller will be glad you did!

*This article is compiled from past experience of home inspectors. Check your future WSRAR newsletters for the "REALTORS®" perspective of Pre-Listing Home Inspections.*

Respectfully Submitted by:

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