



# From The Home Inspector

## Pre-Listing Inspections A Home Inspector's Perspective

Pre-listing home inspections are becoming increasingly popular among sellers, buyers and REALTORS®.

### Why?

A Home Inspector is not an expert in real estate sales and transactions and should never claim to be. But we spend a lot of time with the parties involved and we learn some basic truths:

1. People want all possible information. (“Show me the Car-Fax”)
2. Sellers don't really know their homes that well.
3. Buyers don't tolerate surprises well.
4. All parties believe that the term “structural” is synonymous with \$10,000.

All of these basic truths can be addressed by a pre-listing Home Inspection. Full disclosure (Truth one - all possible information) is independently and professionally provided concerning the condition of the property.

A home inspection is very sobering for the sellers (see truth two above). At listing, it helps them realistically understand the value of their home and price it accordingly. At contract time, they tend to feel under attack and unfairly treated. Which do you think is better?

Ironically, buyers don't seem to react to negative information as strongly as they do to unexpected information (see truth three above). Significant findings in a Home Inspection conducted after contract tend to make them suspicious that maybe something was hidden from them; whereas, the same findings presented at showing, tend to be easily accepted as a negotiating point.

As you know, Home Inspections sometimes reveal structural concerns. If that happens during a pre-listing inspection, there is time to balance that finding with a practical solution or a realistic scope and cost. If it happens during a buyer's inspection, everyone sees \$10,000. And fear ensues (see truth four above)!

To a Home Inspector it appears that a pre-listing Home Inspection has a whole lot of up-side and practically no down-side. It's an up front additional cost to the sellers, but it provides a very valuable marketing tool in return. Maybe it's the edge they need to secure that coveted buyer.