

TO HAVE OR NOT TO HAVE A PRE-LISTING INSPECTION!



BENEFITS FOR ALL:

- Number one reason is CONTROL, the Seller and Listing Agent have control
- Reduce inspection issues later with the buyer
- Establish and sell closer to the asking price
- Potential to sell faster
- Minimize the frustrating 11th hour negotiations



ADVANTAGES FOR AGENT:

- Develop strategies for handling issues
- Realistic pricing of the home
- Repaired/non-existent issues the home shows better
- Substantiate the price of the home or even higher
- Emphasize the positive features
- Relieve suspicion of any issues
- Buyer's Inspection is closer to a clean report
- No hurried estimates or repairs at higher prices
- Buyer Inspection might be waived
- Use as a marketing tool
- Less negotiations

GOALS:

- Get the seller in the "Right" Mindset
- Set realistic expectations with the seller
- Unbiased information about the major components, structural, and safety issues.
- Move the sale forward
- Document before and after work/repairs are complete

ADVANTAGES FOR SELLER:

- Seller is in control
- Seller can choose the inspector
- Seller made aware of safety issues
- Seller can correct issues on their timeline and budget
- Seller can attach repair estimates or invoices
- Seller can discuss the findings with the inspector and Listing Agent
- Seller can and should openly disclose issues
- Implies a gesture of integrity, boosting buyer's confidence
- Find issues the seller was unaware of
- Make a plan of action

RESULTS:

- Removes over-inflated buyer negotiations
- Decreases buyer remorse after an inspection
- Less buyers walking away from the home's issues
- Potential to sell faster
- Contract less likely to fall apart
- Reduce number of offers contingent on inspection
- Provides full disclosure protecting everyone
- Less negotiations, less stress

Why would you not fix or disclose the problems found? Remember you spend time, energy, and money staging. The seller declutters, fixes, paints, and primps, why not the bigger elements that create an upset midstream in the real estate transaction? Yes, disclose, disclose, disclose, the good, the bad, and the ugly, which in the end protects EVERYONE!!!!

