



## Why Sellers Should Consider A Pre-Listing Inspection

Just Imagine.....

Clients have been getting home inspections since the mid 1980's. 90+% of the inspections are for the buyers. Most times buyers are referred to the home inspection company by their trusted real estate agent or friend. Some search for us on the web or google. A very small percentage of agents and sellers get an inspection before they list their home on the market. This is called a pre-listing inspection. They are trying to get a handle on things that would very likely derail a possible sale because the buyer doesn't have the time to wait for repairs, has a past history with this type of issue, or gets talked out of the house by a relative or friend advising them to run away, keep looking. There could be other reasons, but the point is, something in the inspection turned them away from the house.

So just imagine, if the sellers had done a pre-listing inspection. They would be able to take their time with the list of issues they could either fix themselves or get quotes from contractors to get the issues corrected. When they are satisfied that the house is ready to list, they call their agent, put a copy of the inspection report on the kitchen counter and also a copy of the receipts showing the repairs and move ahead with offers knowing the buyer's home inspection repair requests are going to be minimal at best.

So just imagine if they had not gotten a pre-listing inspection, and you brought one of your buyers to this house, and their inspection report showed up with this disaster of a roof truss system?



There were 6 different trusses with similar major structural damage sections. These sellers were so smart getting the pre-listing inspection. One talky buyer or realtor would

have spread this story all over their office and the house would have maybe never sold without those repairs completed, at least not anywhere close to what it was valued at.

If you're wondering how this could happen, it was likely from an overload of shingles when a new roof was being installed. Craziest part of the story? The seller told us it was just the house settling!!!! Nope. Sellers did agree to get the roof repaired before listing, so the story does have a happy ending.

Scott Seaton

**Get a pre-listing inspection and save yourself a potential major roadblock when selling your home.**

**Call SLS Home Inspections today at 815-644-6271 to schedule or go online at [slshomeinspections.com](http://slshomeinspections.com)**