

## Pre-Sale Inspections

Pre-sale inspections are not new; they are gaining in popularity. The biggest difficulty in today's market is not lack of buyers, it's the resistance of sellers to aggressively position their home to sell fast and for the maximum price possible. Most homes sold will have a home inspection completed by the buyer prior to closing, usually positioned toward the end of the sales cycle, leaving sellers, buyers and agents feverishly trying to fix, replace or get estimates for issues brought up in the inspection.

Pre-sale inspections are a fast track selling tool. By moving the inspection up in the sales cycle sellers can shorten the process by removing obstacles before they can interfere with a potential sale. The buyer will sometimes use the home inspection not only to verify condition but to negotiate the price down to cover repair and improvement cost. If the repair list is lengthy, it can dissuade buyers from proceeding with the purchase.

Pre-sale inspections benefit all parties. They can be used to substantiate a higher asking price. Sellers can choose who they want to perform the inspection and assist in providing details of equipment maintenance, dates of improvements and explanations of current conditions. They will gain more time to make repairs and compare bids on work to be done and can provide full disclosure to their potential buyers.

Buyers' benefits include receiving a third-party review of the home's condition before making an offer. The inspection can remove doubt regarding initial concerns and may reduce the stress associated with purchasing home. What reduces "Buyers' Remorse" benefits the seller as well.