

Using a “Seller’s Inspection” to sell your home

In most real estate transactions, the buyer pays for any home inspection that is requested. This is usually done after an offer is made, and the sale of the house is contingent upon a favorable inspection report. Frequently, the inspection finds items that require negotiation between multiple parties, delays closing, and sometimes, results in deals falling apart.

When this occurs, realtors are disappointed, buyers have to start over, and in some cases, sellers wish home inspectors had never been invented. If this process sounds slightly less exhilarating than having your dentist lecture you on your teeth grinding habit while sharp objects are pressed into the deep recesses of your mouth, keep reading. Fortunately for the seller, this situation could have been avoided.

An alternative to this unattractive scenario is to have your home inspected before selling it. As soon as the decision has been made to sell, have your home inspected. There are numerous advantages to this-especially to the seller:

- You can schedule the inspection at your convenience
- You can assist during the inspection-something not usually done
- You will be alerted you to any items of immediate concern, such as roof or gas leaks
- The report will reveal any problems ahead of time which can:
 - Make your home show better
 - Gives you time to make repairs and shop for contractors
 - Permits you to attach repair estimates or paid invoices to the report
 - Removes over-inflated buyer procured estimates from future negotiations.
- **The report will provide a clean, illustrated home inspection report that can be used as a marketing tool.**
- A seller inspection is the ultimate gesture of forthrightness on your part
- A seller inspection lightens negotiations and 11-hour re-negotiations
- A report provides you with full-disclosure protection from future legal claims

These are just a few of the numerous benefits to a pre-sale home inspection. In my experience, this process would have saved multiple deals from collapse.

Obviously, the number one deterrent to having this done is the cost involved. However, in most cases, the amount of money saved by my clients is exponentially higher than the cost of the inspection. It is simply a wise investment and could be the key to selling your home quickly and for market value.