

7 Ways a PRE-Inspection Can Save You Money

HOME BUYERS are advised to get a home inspection by a professional home inspector before they buy for obvious reasons. It pays to know in advance if any issues lurk behind the walls, on the roof, or in the mechanical system. More and more **HOME SELLERS**, however, are opting to have their homes inspected **BEFORE** they even go on the market. Taking this proactive step can offer huge advantages to the **HOME SELLER**, helping to sell quickly and for more money.

Here are 7 reasons why:

1. In a PRE-Inspection, the inspector goes through the same inspection process as with a BUYER, but is working for the SELLER to identify potential issues and eliminate surprises. The inspector will confer with the Seller on issues that have come up in the past and been resolved.
2. The PRE- inspection report can contain more POSITIVE ELEMENTS than the typical buyer's inspection report. In effect, the report can become an additional marketing tool, highlighting the unique features of the house.
3. A PRE- inspection identifies potential problems with the house EARLY, allowing the seller to seek multiple bids to fix the problems. The seller can get a better deal this way, saving REAL MONEY.
4. Buyers have more confidence when looking at a house that has already been inspected. More confidence means more and usually better offers!

5. If there are issues found in a PRE-inspection, the seller can make necessary repairs, or have repair quotes from reliable contractors printed out and ready, even stapling the quotes to the PRE- inspection report. This will mitigate any attempts by buyers to “lowball” excessively based on the condition of the house.
6. Some potential buyers may rely on the seller’s inspection and decline to have it inspected themselves. This can dramatically speed the negotiating process.
7. Negotiations between buyers and sellers are streamlined with a PRE inspection. There are fewer issues to work through, and with more information available, BUYERS and SELLERS are able to reach agreement quickly and be on the way to CLOSING.

Ready to discover for yourself just how much money a PRE-Inspection can save you?

Here is contact information for two well-qualified home inspectors who do pre-inspections and certify homes as "Move In Certified":

Tim Lareau
Prism Home Inspections LLC
INTERNACHI Certified
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575-574-8402
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