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**Why You Should Consider a Pre-Listing Home Inspection**

What if every Pre-listing Inspection you offer, 1) better informs your Seller about the condition of their property and helps to best prepare them to sell; 2) prevents deal-ending discoveries in the middle of escrow, which leads to smoother, less volatile transactions?

Pre-listing Inspections can create wins for your Seller, you their Agent, me as Inspector, and all parties involved in the transaction, and can provide both Seller and Buyer a more transparent transaction with less surprises. Pre-Listing Inspections assist Agents to market and capture leads, meaning more business for both Agents and Inspectors!

Negotiation and Problem Resolution

In any negotiation the person who brings information to the table is the person in charge of that information. In cases where the Buyer gets an inspection, never after an inspection has the sale price gone up. The Buyer will always want a remedy, a repair, a replacement, or a price reduction.

However, when the real estate Agent has the information, in concert with the Seller from a pre-listing inspection, they already know what those negotiation points will be. You and your Seller are enabled to set the price-point based on condition and to present that precise condition. Now you’ve disempowered the other side and improved your Seller’s position. As the listing Agent, you can say to your Seller, “I’m going to put **you** in control of the negotiations, **not the Buyer,** at the eleventh hour.”

One of the biggest problems you see is a Buyer will make an offer and then will get their inspection performed, usually under a restricted time-frame. The Inspector may find roofing issues, plumbing problems, electrical hazards, whatever the issues may be. Next the Buyer will attempt to dictate to the Seller that some, or all, of these issues be fixed, threatening to back out of the purchase if the Seller does not agree. This is when the anger, anxiety and uncertainty arise, just when time is of the essence! You can see how, by having that house pre-inspected, problems are identified and dealt with on the front end, which lays the ground-work for a predictable, smooth and profitable transaction.

Pre-listing Inspections will enable you to show your Seller how they can save money by building repair costs into price of the house, by having repairs made up-front which potentially avoids higher costs sometimes incurred for last-minute/rush jobs, and even having time to make repairs themselves.

Summarized Benefits of a Pre-Listing Inspection

Seller pro-actively makes repairs and saves money.

Seller dictates the repairs they are willing to make up-front, which stream-lines negotiations.

Buyer is enabled to make educated versus un-educated offer for what is likely the largest investment of their life, as they will know going in the age of roof, furnace, AC unit, etc., and other conditions.

Data from National Association of REALTORS, and Zillow, supports that homes inspected at the time they go on the market receive more offers, sell faster, sell at higher price, and go from contract to closing at a more rapid pace, all due to having done a great job at identifying condition of the property prior to sale.