



AHI Home Inspection

Residential & Commercial Inspections

Structural ▪ Mechanical ▪ Heating and Air Conditioning
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Pre-Sale Home Inspections Smooth Transactions

In today's buyer-friendly real estate market, a seller needs every Advantage he or she can get. One way to improve the position of your home in this marketplace is to hire a professional home inspector to perform a pre-sale or pre-listing inspection. Armed with this information, the seller may opt to make repairs, or to disclose the defects and adjust the asking price accordingly. Either way, the potential for deal breaking discoveries at the tail end of the sales process is reduced.

As a seller, you might ask, "Why would I go to the extra expense of a home inspection when the buyer is going to hire her own inspector anyway?" The answer is simple. Anticipating issues that may be raised by the buyer's inspector can actually save you money and help you avoid every seller's nightmare - having the deal fall through at the last minute due to unexpected problems. In the best of times, problems uncovered by the buyer's inspector can cost seller money and delay closing. In today's market, buyers can afford to be even more demanding. A buyer may Demand a reduction in price that is greater than the actual cost of repairs.

Or, if a seller is asked to make repairs, they will need to be made on the buyer's rather than the seller's terms and the seller will need to act quickly and will not have the advantage of shopping around for competitive bids from contractors. You could waste a lot of money by being forced into paying for a rush job at the last minute. By correcting problems in advance, your home is made more attractive to prospective buyers and repairs have cost you less. Often it is not the severity of the defects, but the sheer number of defects listed that turns a buyer off.

If you choose not to make repairs, a buyer is more likely to accept a home "as is" if the defects are disclosed in advance and reflected in the asking price than if they are discovered after a price has been set and agreed upon.

Also, an inspection report that reveals no major defects may help substantiate a higher asking price. A pre-listing inspection will help you to price your home correctly - an absolute must in today's market.

Knowing what defects are present at the initial listing creates enormous benefits:

No more renegotiations.

No more deals that fall through when the home inspector finds a problem.

No more does the Seller have to deal with inflated cost of repair estimates that costs him or her money.

It will allow the agent and the Seller to discuss what items should be fixed and what should not.

It will substantiate your price, or may convince a Seller to rethink the asking price.

It will allow the Seller to shop around for the best price to repair (not an inflated price that a Buyer would use to make sure all is covered.

It streamlines the process.

How easy is selling a house with a Seller's Inspection?

After the listing is signed, a Seller's inspection is performed. If significant damage or defects are found, there will be disappointment, but no hysteria or regret. No deal about to go sour. The agent will discuss the problems with the Seller and will determine if this listing is "AS IS" with full disclosure, or if any repairs need correcting to expedite the sale. The Seller then corrects any problem areas, and calls for a re-inspection of the home. The home inspector returns, cleans up the report, and uploads the revised report to the internet for your web listing link. Next, a buyer enters a contract agreement with the Seller. The Buyer will choose to trust the home inspection or, will have another inspection performed. The transaction proceeds as planned. Everyone is happy.



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