

7 WAYS a home PRE-inspection can speed up a home-sale!



In 85% or more of cases, a home-buyer will have a thorough home inspection performed before closing the sale on their new house. The reasons are obvious: The buyer wants to know if any issues lurk behind walls, in attics, or in the crawlspaces of their new dream home. More and more house-*sellers* however, are opting to have their house inspected **BEFORE** it even goes on the market. Getting a **"PRE"-inspection** can offer huge advantages to the House-**SELLER**, and help the house **SELL QUICKLY!**

Here are 7 reasons why:

1. A **PRE- inspection** can identify any potential problems with the house **EARLY**. This allows the seller to seek multiple bids to fix the problems, rather than rushing to fix everything just **days** before a closing. The seller can get a better deal this way, saving **REAL MONEY**.
2. A potential buyer *may* opt to rely on the seller's inspection and decline to have it inspected themselves. This can dramatically speed up a closing date.
3. Negotiations between buyers and sellers are streamlined with a **PRE-inspection**. There are fewer issues on the table with an inspection "in hand".
4. Buyers have **more confidence** when looking at a house that has already been inspected. More confidence means **MORE OFFERS!**
5. The report generated by a **PRE- inspection** can contain many more **positive elements** than a typical inspection report. In effect, the report becomes an additional marketing tool, highlighting the unique features of the house.
6. If there are issues found in a **PRE-inspection**, the seller can 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.
7. Some home inspectors will use the **PRE- inspection** as a foundation to issue a 120-day home warranty **FREE** to the new home buyer. This is a **POWERFUL** tool to help get the house to a closing date quickly!

Traditionally, it was the home-*buyer* that initiated a home inspection prior to closing. In the current market, home-*sellers* look for ANY advantage to sell the house at the best price possible. A home **PRE- inspection**, completed even before the house is listed, can be a powerful tool in closing the deal!