

THE INFORMED Home Buyer/Seller™

Helpful Advice for Making the Right Move

Issue 7

The Benefits of a Pre-Sale Inspection

Your home probably has dozens of great features that are going to help it stand out and sell faster. Perhaps it has a cosy sunken livingroom? Or an equipped and smartly decorated kitchen that Rachel Ray would envy? Or a location in a desirable neighborhood?

All these things will help.

But there's another selling feature you should consider adding: a pre-sale inspection.

A professional home inspection is usually done on behalf of the buyer before the deal to purchase a property is finalized. In fact, you can expect any offers to purchase your home to be "conditional upon satisfactory home inspection."

However, there are two good reasons why you, as the seller, should get the home inspection done:

Reason #1

A professional inspection can identify problems that might otherwise thwart the sale.

Say, for example, you get a great offer but the buyer's home inspector discovers a minor leak in the foundation. That might be enough to jeopardize the deal. However, if you had a professional inspection done, you would have had the opportunity to get that problem fixed in advance of the offer.

Reason #2

Informing potential buyers that a professional inspection has been done is a great selling feature. It demonstrates to buyers that there are no hidden problems with the property, which gives them more confidence to make an offer.

A certificate of home inspection can be as enticing a feature to home buyers as a wrap-around deck!

Need more ideas for selling your home faster and for a better price? Call today.

Finish the Forgotten "To Do" List

As a homeowner, you probably have a string of minor repairs and other touch-ups around your home that never quite get done: a closet door that squeaks and rattles a bit, a tear in a window screen, a faucet that drips occasionally.

All of these may seem minor to you. In fact, you might have long since stopped noticing them.

But a potential buyer viewing your home will notice.

So, if you have a list of minor repairs and touch-ups you've been meaning to get done, now is the time. You don't want anything to get in the way of a buyer forming a good impression of your home.

Think, Act... Live!

"Things may come to those who wait, but only the things left by those who hustle."
Abraham Lincoln

"If your ship doesn't come in, swim out to meet it."
Jonathan Winters

"Imagination is everything. It is the preview of life's coming attractions."
Albert Einstein