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Should I Have A Pre-Listing Inspection?

Dear Homeowner / Seller:

Many of our potential clients ask: Should I have an inspection performed on my home before selling? Our answer is simple, the home will be easier to market and we believe that the sales process will go much more smoothly if both parties, buyer and seller, are aware of the condition of the property before negotiations begin about the sales price.

A new marketing tool for *selling* a home – a home inspection at the time of the listing – is gaining momentum as the residential real estate market grows less driven by demand. While professional home inspections are not a new concept, the idea that sellers can benefit by them is beginning to gain acceptance as the number of sellers facing difficult negotiations over repairs escalates.

Why do we think this is true?

As a sales contract allows, most homes are inspected and the results the home inspection become a contingency on the sale of the property. During the home inspection process all areas of the home are inspected to determine if they are functioning and/or are in need of repair. If there are any deficient components or systems with the home the buyer will be advised of these conditions in a report by the home inspector and then you, the seller, can become responsible for the repair of these items.

Research shows that homebuyers negotiate \$2 for every \$1 worth of repairs found during the home inspection.

For example, if your roof needs replacement at a cost of \$1,500 your buyer will begin the negotiation at \$3,000! While you can certainly walk away from the deal, you will be under pressure to close and valuable market time may be lost.

Most homeowners think that they know the condition of their home. But do they really?

Things that you know about your home

- You may know that there have been changes to the home such as a new roof, an addition, modifications to the home's electrical or plumbing system etc., or perhaps things have only aged over time and are in need of attention. Did you have a home inspection performed before you bought the home? If not, there may have been undetected deficiencies when you bought.

Things that you don't know

- You may look at the roof of the home and see that the shingles are worn and degraded and say to yourself, "The roofing materials are in need of replacement."

...but are they really? They may have plenty of useful life before replacement is actually necessary. An inspection may save you by not prematurely replacing components of the home, and can also arm your defense against unreasonable claims by a buyer.

Things that you don't know you don't know

- Is there aluminum wiring in the electrical system of the home? If so, is the aluminum wiring creating a problem with the electrical system, and what will a home inspector determine and recommend about this?

I could go on and on in these categories, but that would only belabor the point. The point is that once you have a home inspection performed, you are better able to address the things that are important to the sale of the home, do it at your own pace, save money in hiring competent contractors within a more relaxed timeframe, and become comfortable in asking what you consider to be a fair price for your home.

Most buyers these days are looking for move-in or near move-in condition. A smooth sales process saves time and money – the buyer's and yours.

Finally, when it comes to determining what condition your home is in, most people don't have the professional expertise to assess all of the different systems of the home. All we do is home inspections, and sometimes it pays to have a professional opinion before you begin what can be the largest transaction of your life.

Please call with further questions.

Sincerely and with warm regards,



Les Elmore, President

LW Elmore & Associates, Inc.

Home + Commercial Inspections

North Carolina Licensed Home Inspector

North Carolina Licensed General Contractor