

PRE-LISTING INSPECTION

Should you get one?

Plenty of agents will tell you every seller should. I don't think that is true. It is a useful tool on the right property and a waste of money on the wrong one.

SELLER TOOL • WORK THROUGH THESE

Is the property already in good condition?

Yes ☐ No ☐

If yes, an inspection mostly confirms a story you are already telling.

Are you willing to fix what a reasonable inspector finds?

Yes ☐ No ☐

If no, you are buying information you will then have to disclose.

Would documented condition make a buyer more confident?

Yes ☐ No ☐

Especially true against tired competition at the same price.

Is there a major system you want clarity on yourself?

Yes ☐ No ☐

Boiler, roof, snowmelt. Better to know now than under deadline.

Is the property clearly dated with deferred maintenance?

Yes ☐ No ☐

Then a buyer expects findings, and the price already reflects it.

Strong candidate

Mostly yes answers. Good condition and you intend to fix what turns up.

Case by case

Mixed answers. Depends on the specific systems and the price point.

Probably skip

Dated property, deferred maintenance, and no plan to repair much of it.

TUCKER'S TIP

Remember that in Colorado you generally have to disclose what you know. An inspection you order and then ignore does not disappear. It becomes a list of things you now knew about.