

# Benefits of a Pre-Listing Inspection



A pre-listing inspection helps sellers get ahead of issues that an inspector might find during a buyer's due diligence period, which will reduce the likelihood that a deal will fall through. When issues are disclosed ahead of time, buyers will be less likely to walk away or demand a lower price for the home.

## → **The seller can make repairs before listing the home**

There are many repairs and deferred maintenance items that the seller can do themselves. This allows the seller to be proactive and eliminate last minute surprises. Sellers will have the flexibility to solicit bids for the things that need to be repaired or replaced, helping them spend their money wisely.

## → **It ensures a smoother transaction**

When issues are discovered during a pre-listing inspection, the seller can either have them fixed ahead of listing the property for sale, or offer a credit in lieu of repairs to potential buyers. Either choice will make the home sell faster because it will prevent the buyer and seller from becoming entangled in long negotiations.

## → **It helps the seller price the home more competitively**

Sellers who do not wish to fix issues revealed during a pre-listing inspection can factor the repair costs into the list price of the home. If the inspection is clean, they can list the property for a higher price!

## → **It saves the seller money**

When issues are discovered during a buyer-initiated home inspection, the buyer and seller will negotiate repairs and cost caps. In general, buyers tend to significantly overestimate the costs of repairs, and the seller loses far more money than he or she would have paid to complete the repairs before listing the home.

## → **It can be an important benefit to the buyer**

Showing the lender that an inspector has reviewed and confirmed the home's condition can speed up the appraisal process. Disclosing a pre-listing inspection is complete and repairs made are valuable in the property marketing description. In a hot seller's market, buyers are more willing to accept the prelisting inspection report and forgo an additional inspection during the due diligence period, moving the process along faster.