

Presale Inspection Can Make The Sale

There are countless volumes devoted to the psychology of making the sale. And successful salespeople give the same advice: first, remove any barriers from the buyer's mind; and second, earn the buyer's trust.



These principles don't just apply to buying a car or new patio furniture. They apply to one of the largest transactions most people ever make – selling a home. There are many factors involved in a successful home sale – including price, curb appeal and even inside staging. But a presale inspection by a qualified inspector may turn out to be one of the most important.

A presale inspection by the seller protects the seller, and the transaction, in several ways. A home inspector provides an objective pair of eyes, and the inspector may suggest small repairs that the seller no longer notices. In addition, the inspector will disclose any major items that need repair. With such a list in hand, the seller can then decide whether to make the repairs or give the buyer the option to make the repairs, with the home price set accordingly.



In addition, sellers are typically required to disclose major home defects to a prospective buyer. If the seller neglects this portion of the transaction, buyers may later come back claiming the seller was aware of the defect and did not disclose it. The end result can be a law suit, mortgage default or years of court battles. A presale home inspection

demonstrates to prospective buyers that the homeowner has done due diligence in regards to the condition of the home, and is being honest with the buyer.

In cases where no presale home inspection is done, a buyer will bring in their own home inspector. When problems are discovered at this point of the sale, a buyer has just been handed a reason not to buy the house.

Because buying a home is often the largest purchase in a lifetime, buyers are understandably nervous as they pour over listings. Buying a home represents a major life change, as well as a major financial decision, and buyers agonize over many of the details. Is the home the right size, in the right location and for sale at the right price? If a buyer finds out well into the process that a home has problems that were not disclosed, the buyer may feel betrayed and lose confidence in the seller and the home. The initial sense of excitement and anticipation changes in an instant to feelings of dread and anxiety. It is all too easy for a buyer to turn away from one home and start fresh somewhere else.



When a buyer is made aware of any problems at the beginning of the transaction, the repairs become just another factor to take into account, rather than a red flag suggesting that a seller is devious and dishonest. Armed with information, buyers can then negotiate accurately with the seller.



The seller too has choices when a presale home inspection reveals needed repairs. Sellers can market by disclosing repairs that need to be made, along with estimates for the repairs. Or the sellers can decide to make the repair themselves. In either case, they can arrive at selling price which accurately reflects the true condition of the home.

While making large necessary repairs adds to the value of a home, so does making the small repairs that are often neglected. Repairing leaking faucets and missing screens gives the impression of a home that has been well-cared for, impressing a buyer that they are getting a lot of home for their money.

Some of the most common problems uncovered by presale home inspections include grading and drainage around the exterior of a home (leading to moisture inside the home), problems with electrical wiring, roof damage or minor mechanical problems.