



# SOUND HOME INSPECTION, LLC

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Dear Home Owner:

Many people think that a home inspection is only conducted by the buyer once an offer is accepted. But did you know that the seller can benefit from a **pre-listing inspection**? This simple step avoids unnecessary problems down the road. If you're thinking of selling your home, consider getting pre-listing home inspection services.

## **How Does a Pre-Listing Inspection Work?**

Normally, the pre-listing inspection is performed before the home is listed on the market. This allows prospective buyers to learn the condition of the home prior to negotiations being made. Having the inspection performed after negotiations can cause all kinds of issues, from mortgage complications to delayed closings...to killing of the deal altogether. This means missing out on potential buyers and a longer time to sell your home.

With a Pre-Listing Inspection, the inspector will conduct a typical inspection and create a report for you. You also may choose to have a one-page overview prepared for easy reference. You and your real estate agent then review the report and/or overview, and may choose to adjust the listing price for your house or make other adjustments. Then, both the report and overview are published and made available to real estate professionals and prospective buyers.

## **What are the Benefits of a Pre-Listing Inspection?**

The benefits are numerous. Being upfront about the condition of the home will help to eliminate conditional offers or lessen issues with negotiations, which could otherwise mean having to sell your home more than once because the buyer has changed their mind. Everything is agreed upon before the home goes on the market, which minimizes the liability for all parties.

Another benefit is if the home is found to be in better condition than originally thought; you will have documentation to support a higher price. The buyer is invited to have their own **Onsite Review** (at a reduced cost) that provides property insight for the buyer, and provides them with a complete inspection report. Through this step, a contractual relationship with the buyer is created directly with the inspection company. (Buyers should be advised that without the Onsite Review, the inspection company remains responsible only to the seller.) There will be no conflicting information making the transaction complicated – just peace of mind for everyone, and a smoother, quicker process where everyone wins.

If you're selling your home, we highly recommend considering a pre-listing inspection to make your sale as quick and easy as possible. For more information, call Master Home Inspector, Tom Morgan of Sound Home Inspection, LLC, at [860-445-1236](tel:860-445-1236) to schedule an inspection. Or schedule a home inspection online at [www.soundhomeinspections.com](http://www.soundhomeinspections.com).

P.S. Not selling but unsure about the condition of your house and how to prioritize improvements? Ask about our **Preventative Maintenance** service. What you don't know could hurt you.

Thanks for doing business with us.

Sincerely,

Tom Morgan, Member and Master Inspector

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