

"Don't judge a book by its cover"..Reasons to get a Home Inspection

Today's consumer is informed and educated. Before any major purchase, most consumers have spent hours online gathering all of the information they can to make an educated decision. With the past down turn in the real estate market, this trend is even more evident for both home buyers and sellers. With a shifting market and an ever expanding World Wide Web, buyers are arming themselves with information and are even more sensitive to property condition and other factors that can offset the value of a property.

Along with buyers demanding more information, North Carolina home buyers and sellers have recently undergone a shift in the "Offer to Purchase." The addition of a "due diligence period" allows buyers a period of time to perform any inspections on the property, they then can use the information gathered to decide whether or not to move forward with the purchase of the property. All of these factors have led to the growing popularity of pre-listing home inspections.

Pre-listing inspections give both the buyer and seller up front knowledge of the condition of a property and potential repair costs. While pre-listing inspections will not head off every potential "deal breaker" issue, buyers and sellers both agree that the benefits outweigh holding off on the inspection until after contract acceptance. Some of the benefits of a pre-listing inspection include:

- 1) Identify defects and make repairs ahead of time. This puts the seller in the position to handle repairs before listing and as a result, making the property more attractive. This can mean a higher sales price and a quicker sale.
- 2) Aid as a pricing tool. Having a pre-listing inspection helps both the seller and the listing agent determine a realistic price given the condition of the home.
- 3) Provide a feeling of confidence for potential buyers. If a buyer is able to leave a showing with a completed inspection report in hand, they will feel more confident in moving forward with an offer.

One of the best practices in today's buyer's market is for a seller to have a licensed home inspector perform a pre-listing inspection to help facilitate the sale. The more information buyers and sellers have, the easier it will be to negotiate and hopefully result in a successful contract.