



THE VALUE OF OUR PRE-LISTING HOME INSPECTION

An East Coast Home Inspection Ltd Pre-Listing Home Inspection offers the same value packed services as our Pre-Purchase (Buyers) Home Inspection. The difference being it is ordered and paid for by you, the SELLER of the property just prior to putting it on the market for sale.

You essentially own the inspection report and package. This means the Pre-Listing Home Inspection can be transferred by the Seller to the Buyer of the property and the cost of the Pre-Listing Home Inspection can be built into the listing price of the property.

Some of the Benefits

Our Pre-Listing Home Inspection builds buyer trust. By showing a potential buyer that your property has been inspected, you are demonstrating good faith, which encourages confidence in a buyer. You are helping to pave the way for more agreeable and smoother negotiations, and a subsequent transaction.

A Pre-Listing Home Inspection can greatly reduce the number of “surprises” for you, and will also aid in reducing your fears of the unknown. A Buyer may insist on having their own Home Inspection performed, which is fine. Your Pre-Listing Home Inspection will reduce, if not eliminate any surprises found by the Buyer's inspection.

Fewer “surprises” mean less opportunity for disagreement and less likelihood that the transaction will fall apart.

By obtaining a Pre-Listing Home Inspection, you have the opportunity to make any appropriate repairs or replacements up front. This makes the property show better, adds marketing features, and may even draw a better price. You may also decide not to make any repairs and sell the property “as is”, knowing the condition of the property.

A Pre-Listing Home Inspection helps to avoid a situation where you must negotiate repairs or price reductions with the Buyer's during the “conditional” period of a contract.

This is a point where you may be at your weakest negotiating position. For example, you may have already negotiated the purchase of another property, with the condition that your property sells. Before a contract is entered into, is the best time for you to let the Buyer's know what you will, or will not have repaired. This is your strongest negotiating position.

A Pre-Listing Home Inspection provides you with

- Reduce your emotions and fears of the unknown.
- You have the option to correct any conditions with your choice of materials and professionals.
- Pre-empt buyer objections.
- Less negotiations after the offer to purchase.
- Eliminate “Deal Killing” surprises.
- Encourage smoother transactions.
- Encourage backup, or multiple offers.
- Get the edge on other real estate listings which are not “Pre-Inspected”.