

Sellers Inspections:

Streamlining Real Estate Transactions

Seller inspections (sometimes referred to as pre-listing inspections) are becoming more popular because they virtually eliminate all the pitfalls and hassles associated with waiting to do the inspections until a buyer is found. In many ways, waiting to schedule inspections until after a home goes under agreement is too late. Seller inspections are arranged and paid for by the seller, usually just before the home goes on the market. The *seller* is the inspector's client. **The inspector works for the seller and generates a report for the seller.** The seller then typically makes multiple copies of the report and shares them with potential buyers that tour the home for sale. Seller inspections are a benefit to all parties in a real estate transaction.

Advantages to the real estate agent:

- Agents can recommend certified inspectors as opposed to being at the mercy of buyer's choices in inspectors.
- Sellers can schedule the inspections at seller's convenience with little effort on the part of agents.
- Sellers can assist inspectors during the inspections, something normally not done during buyer's inspections.
- Reports help sellers see their homes through the eyes of a critical, third-party, thus making sellers more realistic about asking price.
- Agents are alerted to any immediate safety issues found, before other agents and potential buyers tour the home.
- Repairs made ahead of time might make homes show better.
- The reports provide third-party, unbiased opinions to offer to potential buyers.
- Clean reports can be used as marketing tools to help sell the homes.
- Reports might relieve prospective buyer's unfounded suspicions, before they walk away.
- Seller inspections eliminate buyer's remorse that sometimes occurs just after an inspection.
- Seller inspections reduce the need for negotiations and 11th-hour renegotiations.
- Seller inspections relieve the agent of having to hurriedly procure repair estimates or schedule repairs.
- The reports might encourage buyers to waive their inspection contingencies.
- Deals are less likely to fall apart the way they often do when buyer's inspections unexpectedly reveal problems, last minute.
- Reports provide full-disclosure protection from future legal claims.

Advantages to the seller:

- The seller can choose a certified inspector of their choice rather than be at the mercy of the buyer's choice of inspector.
- The seller can schedule the inspection at the seller's convenience.
- It might alert the seller of any items of immediate personal concern.
- The seller can assist the inspector during the inspection, something normally not done during a buyer's inspection.
- The report can help the seller realistically price the home if problems exist.
- The report can help the seller substantiate a higher asking price if problems don't exist or have been corrected.
- A seller inspection reveals problems ahead of time which:
 - might make the home show better.
 - gives the seller time to make repairs and shop for competitive contractors.
 - permits the seller to attach repair estimates or paid invoices to the inspection report.
 - removes over-inflated buyer procured estimates from the negotiation table.
- The report provides a third-party, unbiased opinion to offer to potential buyers.
- A seller inspection permits a clean home inspection report to be used as a marketing tool.
- A seller inspection is the ultimate gesture in forthrightness on the part of the seller.
- The report might relieve a prospective buyer's unfounded suspicions, before they walk away.
- A seller inspection lightens negotiations and 11th-hour renegotiations.
- The report might encourage the buyer to waive the inspection contingency.
- The deal is less likely to fall apart the way they often do when a buyer's inspection unexpectedly reveals a problem, last minute.
- The report provides full-disclosure protection from future legal claims.

Advantages to the home buyer:

- The inspection is done already.
- The inspection is paid for by the seller.
- The report provides a more accurate, third-party view of the condition of the home prior to making an offer.
- A seller inspection eliminates surprise defects.
- Problems are corrected or at least acknowledged prior to making an offer on the home.
- A seller inspection reduces the need for negotiations and 11th-hour renegotiations.
- The report might assist in acquiring financing.

A seller inspection allows the buyer to sweeten the offer without increasing the offering price by waiving inspections.