



## **Pre – Inspections**

Is your home *READY FOR SALE?*



### **ARE YOU GETTING READY TO PLACE YOUR HOME ON THE MARKET?**

A Pre-Inspection can help you make sure your house is ready for sale and can be a cost savings for potential buyers.

At Home Inspections by the Fulmer Group, our Pre-Inspection will provide you with the confidence to know that your home is truly ready for even the fussiest buyer.

### **SELLER PRE-SALE INSPECTION: Home Inspections as a Seller Advantage**

Not so long ago, home inspections were viewed as something that only buyers requested. In recent years, however, inspections ordered by sellers before their home goes on the market have gained in acceptance and popularity. One reason is that savvy sellers recognize that the knowledge gained from a pre-sale inspection of their property can offer advantages when it comes to pricing, marketing, negotiating, and dealing with post-sale legal issues.

# SO, HOW CAN A PRE-SALE HOME INSPECTION BENEFIT A SELLER?



## Easier and more realistic pricing

A professional home inspection helps with pricing in two important ways. First, it helps move a seller's mindset toward increased objectivity. It is no surprise that sellers often have a difficult time remaining impartial about their own property. It is home after all, and that sentimental value can translate into a price higher than the market will bear. The inspection report gives the seller objective information to factor into the pricing decision. Second, the inspection report reflects the current condition of the property – good, bad or ugly. A seller can take that true condition into consideration and set the price lower if the home has deficiencies and higher if the home is meticulously maintained and upgraded.



## Enhanced Marketing Impact

Prospective buyers are likely to find a pre-inspected home more attractive because the “what if” factor is not as great. Their comfort level is increased. Therefore, mentioning the completion of a pre-sale inspection when marketing a home can boost interest levels of both buyers and real estate agents with qualified prospects. It can even tip the scales in the seller's favor if buyers are looking at similar homes and the competing properties do not have the benefit of a pre-sale inspection report.



## Greater Negotiating Leverage

Having the details of current property condition is an important advantage. Sellers discover any issues that might delay or derail the transaction and can make advance repairs, thus heading off potential price concessions sought by buyers. Even if the seller elects not to make repairs, disclosing any defects upfront and pointing out that the price is adjusted accordingly can deflate buyer's objections. And, armed with solid knowledge of current property condition and the inspection report to back it up, a seller's confidence level and leverage in the negotiating process increases.



## More Accurate Disclosure

Many communities require sellers to disclose the true condition of their home. Having a professional home inspection puts a seller in a better position to do that. Also, having an inspection report from an unbiased third party can help protect the seller should any post-sale legal issues surface from buyers who claim that adverse condition was not disclosed. While the inspection is no guarantee that the dispute will be settled in the seller's favor, the fact that it was done demonstrates a good faith effort on the part of the seller to determine the real property condition at the time of the sale.

## Pre-Inspection Options

### Option #1

- Walk-through of the complete property
- Inspect and comment on the age and condition of the roof / components
- Inspect and comment on age and condition of furnace / air conditioning components
- Inspect and comment on electrical panel, entrance cable breakers and visible components
  - Inspect and comment on plumbing and components
  - Inspect and comment on attic and components

Photos included      No written report      1 – 1 ½ hour inspection  
\$149.00

### Option #2

All Option #1 items plus a written report  
\$199.00

### Option #3

- All Option #1 and #2 items plus Complete Home Inspection
  - Structure
    - Floors
    - Walls
  - Bathrooms
    - Interior
    - Drains
  - Pressure on Plumbing
  - Gas Leak testing
  - C / O Testing
  - Chimney Inspection
    - Kitchen
    - Foundation
    - Garage

Photos Included      2- 3 hour inspection      up to 2000 square feet - \$289.00

### Option #4

Inspection of one major item  
(example: complete furnace evaluation, chimney, electrical, plumbing, attic, etc.)

Written report      1 hour inspection      \$100.00



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