



PROFESSIONAL PROPERTY INSPECTIONS

NEWSLETTER



Seller's Inspection Benefit

Most people don't realize how beneficial Seller's Inspections (Pre-Marketing Inspections) can be.

We feel it's beneficial for the seller to understand the following two options after a seller's inspection:

1. First, the seller has the opportunity to disclose defects upfront and state that they are selling as-is. **Buyers will have a hard time negotiating inspection items if they are told about the defect before making their offer.** For example, if the buyer has been advised the roof needs replacement, they would have difficulty trying to negotiate the roof issue after their inspection.
2. Secondly, the seller can deal with certain defects before they cause a problem with the sale. For example, buyers get concerned about termites. So, if we find termites, we recommend a termite treatment; as a result, the termite **issue goes away before the buyer gets involved.** Similarly, other items may come up during a home inspection that may cause problems with the transaction unless they are dealt with before the house goes on the market.
3. Here's a short YouTube video that explains the benefits. <https://youtu.be/tNeDhhfvQVg>

Based on the above, we feel that Seller's Inspections provide substantial benefits that most people aren't aware of. So, if you are a real estate agent or real estate attorney, would *you* want to advise your clients about Seller's Inspections?

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