

SOUND OFF *Sam Manandhar*

Should I have a building inspection performed before I list my home?

Preparing a home for sale in today's competitive marketplace takes a fair amount of sweat equity and smart marketing skill by both the seller and the listing agent. In today's complex market, home buyers have become more educated about the transaction process than ever as a direct result of new technology and information from the internet, TV and social media. The perpetual dilemma in the forefront of most seller's minds is: How can we best prepare our home for the challenges that lie ahead during the selling process to procure the



best outcome?

One particular example of having a real "edge" over the competition before marketing a

home is to perform a full building inspection. Now to some, this might seem like a waste of time and money. However, the benefits can be quite plentiful.

By having a building inspection of the soon-to-be-listed property, owners and listing agents will gain greater insight as to the various issues of the home that may have gone completely unnoticed by the naked and untrained eye.

This is necessary as the majority of today's buyers have come to expect a home to be in an above-average condition, as opposed to being willing to come in

and do a lot of work themselves after the closing. Having performed a building inspection prior to listing a home may reveal several issues that many of today's buyers will want addressed during the negotiation process. These items may include: condition of the roof; age and condition of the furnace; age and efficiency of air-conditioning units; mold; structural integrity of the dwelling; electrical system safety, pests; safety code items; and lastly, hazardous materials such as lead and asbestos.

Once the building inspection is completed, the seller will have

a better understanding of what a potential buyer will want to address and negotiate. The sellers can then effectively do their homework on any problems and make the best choice as to how to address any issues that have arisen.

The time and energy spent on an initial building inspection will truly help all sellers understand their home, inject confidence into future buyers, and most importantly — selling the home at the best possible price!

*Sam Manandhar, William Pitt Sotheby's International Realty,
(203) 816-7826 (cell)*