

SOUND OFF *Ryan Miller*

# Should I get a home inspection before listing my home?



Simply put, my answer is always yes. In my real estate practice, I have observed that more homes fall out of contract due to the results of the home inspection than for any other reason.

Regardless of the age of your home, no home is perfect and your inspection report will uncover any minor or major issues that will undoubtedly come up during the buyer's inspection. The more you know about your home's hidden problems, the better you can effectively deal with those problems.

Today's home buyers are more focused than ever on the mechanical, functional and environmental components of your home. They want to be assured things are working properly, safely and that operating costs are kept to a minimum.

As a seller, by knowing what the buyer's inspection will yield, you will have ample time to make any necessary repairs yourself or to simply develop a plan of action for dealing with those issues on your own terms. This will also help with pricing your home correctly in the mar-

ketplace. I strongly encourage sellers to complete any minor and cosmetic home repairs that they can afford to.

Selling your home is a very emotional process and not without its challenges. You can help save valuable market time, money and reduce the amount of stress that comes with negotiating post-inspection repairs by having a home inspection.

In today's competitive marketplace it's critical that you prepare your home to be shown in its best light, but it's just as important to know what, if any issues

the buyers will be focusing on. This helps give you and your agent the upper hand during negotiations and takes out of the equation any unknown or unforeseen issues that can easily derail your transaction.

This small investment up front could protect you from the potential of a large future disappointment and I believe it's the single best investment a homeowner can make.

*Ryan Miller, William Pitt Sotheby's International Realty, (203) 394-7646 cell, (203) 255-9900 office, [rmiller@wpsir.com](mailto:rmiller@wpsir.com)*