

SOUND OFF *Laura Cruger*

Should sellers hire a home inspector to conduct a pre-inspection?

Once a buyer decides on a home purchase, they will hire a home inspector to check-out the property before it closes. One may ask the question: Should home sellers also hire a home inspector to conduct a pre-inspection? Let's look at the pros and cons.

Pro: A pre-inspection can mean fewer surprises. A home inspector evaluates the property's foundation, structure, and mechanicals of the home. The purpose is to uncover hidden and potentially expensive problems.

For buyers, a home inspection contingency clause in a sale's



contract can empower them to request repairs, reopen price negotiations, or back-out of the deal without losing their money.

For sellers, the benefits of a pre-inspection gives some peace of mind to identify any problems, or lack thereof, which

lessens the suspense of waiting to hear back on possible expensive repairs.

Pro: A pre-inspection gives you time to fix problems, saving you from paying money in sellers' concessions later. It presents buyers with peace of mind, giving a strong first impression, and let them see your house in a more positive light which may boost their offer.

Con: Having a pre-inspection doesn't mean you're in the clear. Hiring a home inspector doesn't mean the buyers won't hire their own, and their results may not necessarily be the same.

In other words, even if you have a pre-inspection and address issues that come up, the buyer's inspector may overlook those problems — instead identifying new problems. Buyers will typically trust their inspector more than yours, and may expect these other repairs be fixed.

Con: A pre-inspection could obligate you to disclose these problems. Another downside to pre-inspections is once home sellers are aware of a problem, they may be required by law to disclose them to buyers. Not that you want to hide anything,

but you may be shining a light on things that might not come up otherwise. Nonetheless, material facts need to be disclosed, and health and safety items are the responsibility of the seller. Speak to your

Realtor for more specifics on this topic of disclosure. There is no right or wrong answer to having a pre-inspection. It's worth having a discussion with your Realtor before placing your home on the market.

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