



Getting your seller ready for inspection

I. When you first list the property

- When you prepare the home by staging, you should prepare its condition as well. Give your sellers our prelisting checklist, with tips and ideas for getting the home in tip-top shape. Once you sell the property, this checklist will help the home pass inspection.

II. Utilize SureList

- Our innovative SureList marketing and inspection program will ensure your listing will be set apart from other homes on the market.
- The SureList pre-inspection assures full disclosure to all parties involved and allows you to list the property at a realistic price point based on the home's true condition.
- SureList reduces negotiations or even eliminates renegotiating after the buyer's inspection because the home's condition has already been disclosed.
- SureList allows the seller to improve the property's condition and update the prelisting inspection on-site through re-inspections.
- Your listing becomes more desirable than others on the market because it has been pre-inspected and buyers can see the home's strengths and weaknesses.
- Your listing becomes more desirable than others on the market because buyers are able to perform a full review and walkthrough with the SureList inspector on-site at a cost much lower than a full inspection.

III. Once you have accepted an offer and it is time for the buyer's inspection, request a few courtesies on the inspector's behalf:

- Ask your client to **move items for unobstructed access** to the attic, the furnace, electrical panel, crawl space and other important home components. Not having access to these areas can postpone or delay getting results and inspection releases if the inspector has to return.
- **Leave a key or instructions for access** to the garage, porch or any other locked outbuilding.
- **Cage or kennel pets** to assure they don't get out of the home during the inspection.
- **Request the seller treat the inspection as a showing and leave the premises.** The most thorough inspection is one completed without distractions. Sellers can become angry or hurt when negatives are pointed out.

Finally, let your sellers know most homes have some concerns and few have the kind of concerns that send buyers running. The inspection process doesn't have to be scary. Please ask your buyers or sellers to call us if they have any questions.

Call 952-707-1111 for quality service