



Tips for How a Seller Can Prepare for a Successful Home Inspection

1. As a seller it's advantageous to have a "pre-listing" home inspection by a professional, state certified home inspector. This can increase marketability of the home, and eliminate unwanted surprises that may be discovered by the buyer's inspector (which could slow or terminate the real estate transaction.) The pre-listing inspection should take place before the house is listed.
2. Complete any necessary repairs or hire someone qualified to do those repairs. This should take place before the buyer's inspection.
3. If the house is vacant, verify that all of the utilities are turned on. This includes water, electricity and gas.
4. Verify that any lockbox required for entry into the home is programmed to open at the time of the inspection.
5. If the house is occupied, the inspector will need unobstructed access to the attic, crawlspace, furnace, water heater and electric service panel.
6. It is preferable that you don't attend the inspection. Your absence can help create a more comfortable environment for the buyer, buyer's agent and inspector.
7. Be prepared that the buyer's inspector most likely is going to find some items that warrant attention or repair. This is normal, so don't take it personally.
8. If the prospective buyer is dissatisfied with the inspection results (i.e., some concerning defects are discovered by the inspector), don't panic. It's typical for buyer/seller negotiations to take place after the inspection in the form of an addendum to the original sales agreement.