

So you've decided to sell your home?

You've found the Realtor[®], signed the listing agreement. It's all in the hands of the professionals. Sit back, relax and wait for *Smooth Selling* till the check arrives.

In your dreams!

There are several waves on this ocean that most Sellers and Realtors[®] seem to over look until later. Me for one, a North Carolina Licensed Home Inspector, Radon and Wood Destroying Insects. With over 30 years of construction experience, in today's world, I am usually in the buyer's corner and may be your worst nightmare come true, an expert hired gun. Issues with your home you never have considered may come to light. After this wave swaps your boat you will end up spending money to correct issues you didn't even realize existed, reducing your price or worse be washed ashore with a dead deal.

By giving you this brochure your Realtor[®] has shown concern for these issues and their desire for you to be a well-informed competitive *Smooth Seller*.

The Home Inspection will happen

Buyers want a *Smooth Sell* and are no longer willing to gamble on hidden problems, unexpected repair costs or potential major disasters. Today's smart consumer demands better information for the largest long-term investment of their life. A professional home inspection by a skilled home inspector is a home buyers best defense against pitfalls, costly repairs, inconvenience, animosity, disappointment and their consequences.

Think about it, wouldn't you want me in your corner for the new home you buy?

Most experience to date involves "Pre-Sale Inspections" which protects the buyer usually at the expense of the seller and to the great dismay and consternation of Realtors[®].

There is a better course to Sell!

Much consideration is now being given to "Pre-Listing Inspections". Properly used, this may accelerate the sale, generating a higher price. A Home Inspection report could serve as a marketing tool while protecting you and your Realtor[®] against pre-closing hassles.

Why not calm this angry sea by having me in your corner before you sale your home instead of in the buyers corner after the fact? Have you ever been involved in athletic competition or a pageant? What were the important issues to consider becoming a winner? You had to be fit, prepared and looking and performing at your best.

What is different about this transaction? Is this not a competition? How many homes are on the market in your neighborhood, your community and your county? You are now in daily competition with 100's of other properties. Which one will the buyer pick? How many out of shape, unprepared, homely athletes or beauty queens do you see in those high paying ads? What chance does your home have standing up to the competition? As the Boy Scouts of America say, you must "be prepared". Are you prepared? Will your home be a winner, another pre-closing hassle or a sunken ship?

The Pre-listing Inspection, Report and Consultation for Smoother Selling

A Pre-listing inspection, Report and Consultation will make your listing standout, *Sell* faster for the highest amount possible and go far in eliminating pre-closing hassles.

- Be objectively informed as to the real condition of your property
- Allow the opportunity for appropriate property repairs and enhancements for maximum sales appeal and price.
- Don't wish to spend on repairs and enhancements? Have written documentation of the condition of the property presentable for use in an "as is offer".
- Ensure compliance with disclosure requirements.
- Prospective buyers will feel a greater peace of mind knowing an inspection was conducted and the property is much less likely to have skeletons in the closet. This peace of mind will help eliminate lengthy negotiations and pre-closing hassles.

Sell faster at top dollar

Reduce negotiating time

Protection from lawsuits

Give your home a competitive edge for *Smooth Selling*. Make sure it's in good physical condition. A pre-listing home inspection is a prudent first step in the process of *Selling* your home. You must present the most *Saleable* property possible. A home inspection report will reveal the current condition of your home and guide you toward enhancing the value and marketability of your property.

Approximately half the resale homes on the market today have at least one significant defect. Most home buyers don't want to invest a great deal of money correcting problems in critical areas. If you have been putting off those repairs, now is the time to make them.

Most problems in a home are minor and can be rectified inexpensively. You live there and may overlook such shortcomings, but buyers focus on them. If the perceived problems do not derail the sale, they provide grounds for price negotiation.

A pre-listing inspection enables you to attend to problems before the house is put on the market and removes the questions for you and the home buyer about the condition of your home. Buyers are positively influenced by a professionally produced home inspection report, which improves the speed, price, and likelihood of a *Sale*.

You may elect not to correct every defect reflected in the inspection report. Instead, acknowledge the defects to buyer and explain that the asking price has been adjusted to reflect the estimated cost of repairs. Such candor tends to shorten negotiation time because buyers have fewer objections that could foil the *Sale*.

In addition to facilitating the *Sale* of a home, an inspection report helps comply with full-disclosure laws. By focusing on the condition of the property, the *Seller* and Realtor® are less likely to overlook a defect or material fact for which you later could be held liable. In recent years, home buyers have been inclined to file law suits against *Sellers* and Realtors® involving allegations of misrepresentation, negligence, and fraud.

Some judgments against *Sellers* and Realtors® have been severe, even when the omission of facts was unintentional.

What's included?

- Inspection with a detailed written report
- Enhancement and improvement recommendations
- On site consultation during the inspection
- Free phone consultations as needed after the inspection
- Additional on site consultations (if desired) at an hourly rate

Make this happen!

Be a competitive participant and *Smooth Seller* in the marketing of your home. Insist on a "Pre-listing Inspection and Consultation" costing from \$250 for under 1600 square feet of heated area up to \$500 + depending on the size and age of your home.

Call for additional information and pricing.

Money Back If Not Satisfied:

If you are not completely satisfied (after reading our report) with the service offered, either now or at any time following the inspection, I will refund your money in full. No questions asked.

"Smooth Selling"

Chris D. Hilton

Construction Consultant

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Smooth Selling



Pre-Listing Home Inspections