



The Pre-Listing Inspection

Putting the Seller in Control

Instructor: #10874

Course: #52281

1 HR Real Estate CE Credit

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Pre-Listing Inspections

Key Topics Covered in Today's Presentation

- What is a Pre-Listing Inspection
- Common Misconceptions
- What is the benefit of a Pre-Listing Inspection
- What is inspected during a Pre-Listing Inspection
- Common Issues Found
- How to share the Inspection Report



What is a Pre-Listing Inspection

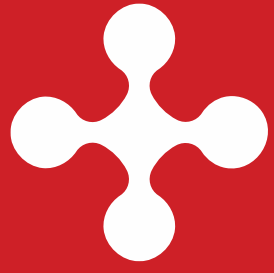
- **Definition** - A pre-listing home inspection is a proactive assessment by a qualified home inspector, initiated by the seller before listing, to reveal property conditions for informed selling decisions and enhanced transparency. It's a way to help the home owner and selling agent to get a better understanding of the condition of the property enabling informed selling strategies.
- How is it different than a re-sale inspection?



What is a Pre-Listing Inspection

- **When** are Pre-Listing Inspections beneficial?
 - Any Home
 - High-Value Homes
 - Competitive markets (aka Buyer's Market)
 - Older homes (over 30 years old)
 - Homes with prior renovations & repairs (foundation, new kitchen, re-piping, etc.)
- Common Misconceptions





The Strategic Advantage for Sellers

Buyers will conduct an inspection anyway - being proactive avoids last-minute deal-breakers.



Increased Buyer Confidence

Helps buyers feel secure during negotiations with known property conditions.

Enhances Marketability

Homes with inspections often sell quicker, reducing time on the market.

Faster Sales Process

Homes with inspections often sell quicker, reducing time on the market.

Avoid Last-Minute Surprises

Ensures transparency, preventing unexpected issues during the sale process.



What to Inspect During a Pre-Listing Inspection.

- Structural & Exterior
- Major Systems
- Safety Hazards
- Optional Systems



Common Issues Found During the Inspection & Practical Fixes

- Major Issues & Fixes
- Minor Issues & Fixes
- Cosmetic Issues & Fixes

By addressing these issues, Sellers can enhance the home's appeal and minimize potential red flags for buyers.



Sharing the Inspection Report

Rule #1 Ask Your Broker First

- At listing - Builds trust, attracts serious Buyers. (Add a 2D Floor Plan.)
- With the Seller's Disclosure Notice. (include any repair paperwork like foundation/roof)
- Have it Posted at the Open House
- On the MLS

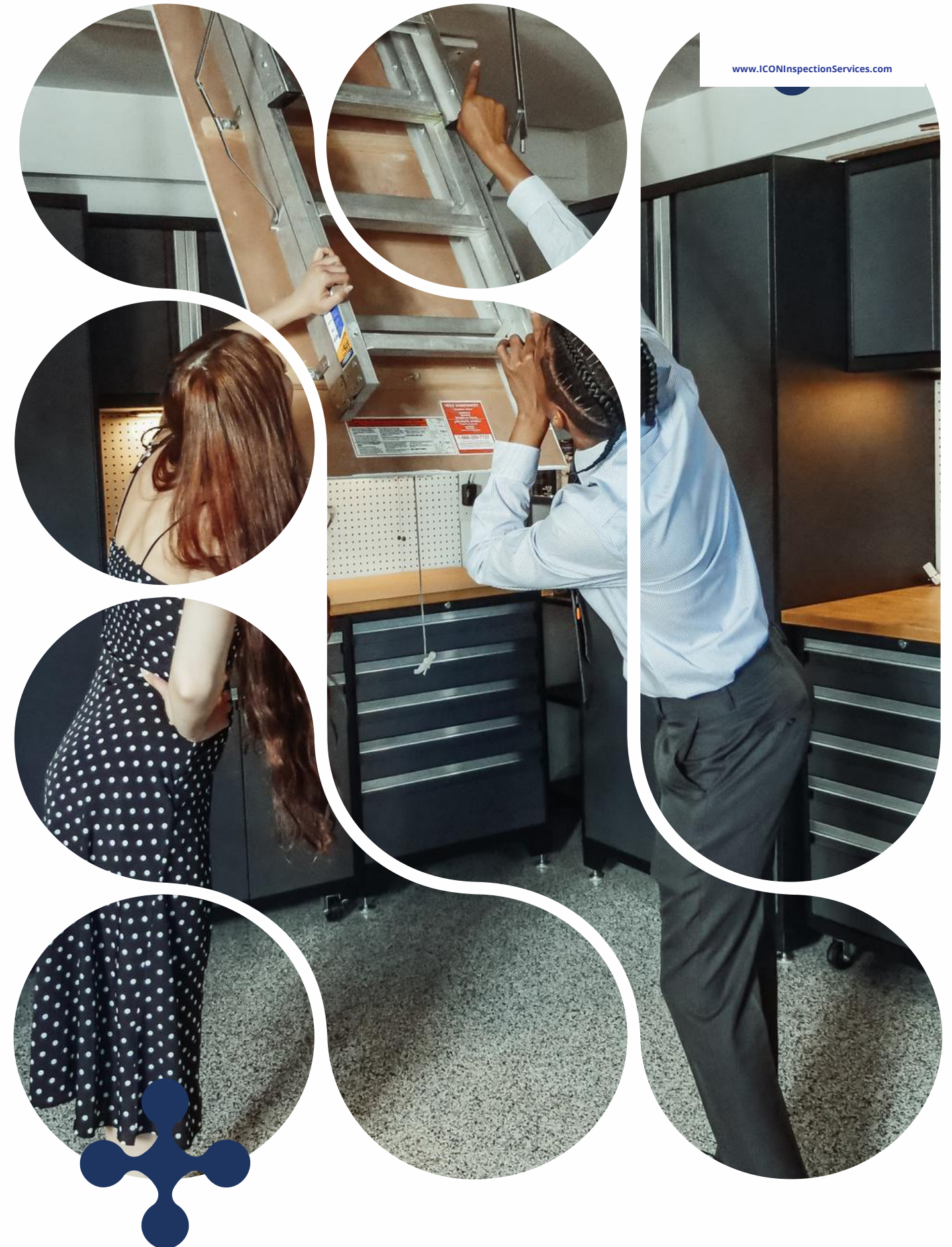
About this property

Large Living Room Granite Countertops Three Bedrooms Two Baths Two Car Garage Fenced Backyard
Ideal Location New HVAC System Covered Front Porch Ample Utility Room

Brick one story house on the corner of Dolphin and Marine Drive. Ideal location across the street from Lindale Park and the tennis courts and walking distance to UTMB. Three bedrooms and 2 baths. One story with two car garage, with shop area, facing the side street and covered front porch with planter boxes. Large living room(21x15) with separate dining area. Full kitchen with much cabinetry, granite countertops and large island that serves as a breakfast bar, too! Ample utility room with washer & dryer and more storage with access to the garage and side entrance to the double car driveway. New HVAC system installed in March, 2023 includes new condenser, fan, furnace and ductwork. Fenced backyard. Seller to retain possession until June 6, 2025. There is an exclusion list in attachments to the listing.


Documents

[Seller's Inspection Report](#)
[Elevation Certificate](#)
[Required Addenda to accompany all offers, including Non-Realty Addendum](#)
[Survey](#)



“Sellers who proactively disclose pre-listing issues give buyers proper awareness to factor them into their offers.”

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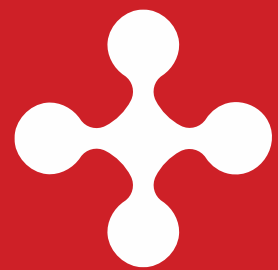
By offering a seamless and professional services, agents can position themselves as trusted experts, setting themselves apart in a competitive market and helping their clients achieve the best possible outcomes.



What questions do you have for us?

Feel free to reach out anytime for more information!





Thank You

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