

## Why Do Your Inspections Up Front?

**By Lisa Hall**

*Your Professional Real Estate Expert*



When the time comes to sell your home, most Realtors will advise you to have your home inspected when you list the property. Many home sellers feel that they are aware of all of their home problems and some do not see the need for up front inspections. I always tell my clients that it is better to be safe than to be sorry. If you know up front what items need to be repaired on your home before it goes on the market you will be better prepared to negotiate when offers begin to come in. Having inspections up front also helps you avoid surprises when going on the market.

One kind of inspection you should consider before your home hits the market is a termite inspection. Termite inspectors look not only for infestation of termites, but also water damage, dry rot and even leaks. All home sales that are being financed need a termite inspection clearance before escrow can be closed. Having your inspection up front will give you time to make any needed repairs before going into contract. Having time allows you to get multiple bids on work that needs to be done and schedule contractors for repair work.

Another type of recommended inspection is the Home Inspection. Home Inspectors are very detailed when looking over your home. They will test to see if outlets work, run appliances, test heat and air systems, look for cracks in stucco and inside walls, along with many other items. This inspection report is a great tool to help you fix items when preparing your home for market.

Most buyers will want to have a Home Inspection, and a termite inspection is required for virtually all transactions. Fix problems ahead of time so your escrow period goes smoothly. Most buyers will be willing to accept inspections already performed by a licensed inspector. You can even negotiate to reimburse you for your cost of inspections when going through escrow! Inspections up front give both buyers and sellers peace of mind.

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