



Top Pleasanton CA Realtor® Doug Buenz Offers New Insights About Pre-Sale Inspections

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Pleasanton CA: Doug Buenz of The 680 Homes Group recently offered new insights about pre-sale home inspections. A real estate expert with two decades of experience under his belt, Doug is passionate about assisting his clients and making a meaningful impact on their lives. He regularly updates his blog with articles that help homebuyers and sellers make sound decisions when dealing with real estate.

In his latest blog post, Doug answered a question from a homeowner in Pleasanton, CA asking him if he should get inspections on his home before putting it on the market. Doug explained that while buyers used to be the ones responsible for paying for inspections, there has been a shift in recent years to having sellers pay for and obtain inspections prior to going on the market. He said these inspections cost the seller as much as \$800 to \$1,500, but there are compelling reasons why a pre-sale inspection is a good idea.

According to Doug, a pre-sale inspection gives the seller more certainty as he gets to identify potential issues with his property before putting it on the market. He also said this helps avoid a second negotiation, where

the buyer comes back after an initial negotiation due to issues found in post-sale inspection reports.

Doug went on to discuss how a pre-sale inspection helps shorten the inspection contingency, noting that since most buyers are likely to accept existing reports, a pre-sale inspection cuts down the time it takes for buyers to complete their due diligence. "It reduces the chances the transaction will cancel because all issues are disclosed upfront, thus eliminating unpleasant surprises that could derail the purchase," he explained.

While a pre-sale inspection generally leads to a smoother, more amicable transaction, Doug advised his client to let the buyer get his own inspections if he deems it necessary. "In my opinion, sellers should avoid mandating that the buyer accept their inspections. If the buyer wants to spend the money on their own inspections, let them. It is highly unlikely they will uncover any significant issues not covered in the original inspections," he said, adding that if this is the case, the buyer should make it a point to choose an inspection company that is well-known in the area.

Since its launch, Doug has utilized The 680 Homes Group website as a platform for sharing his knowledge about real estate. People who are looking to buy or sell homes in Pleasanton CA and its surrounding cities can visit this website to learn more about the market and get some tips for making a successful home sale or purchase.

As an innovator and seasoned real estate agent, Doug has all the skills and expertise homebuyers and sellers need to help them achieve their real estate goals. R. Scott, a satisfied client, wrote in his review, "Doug took care of everything. He educated us about the house and its strengths and weaknesses. He candidly described the changing market. He was able to formulate a strategy and execute it with desirable results. An amazing experience considering the number of steps required to effectively sell our older home."

Those who need someone to assist them with their real estate needs in Pleasanton CA, may call Doug at 925-621-0680 and he will be glad to be of service.

About Doug Buenz:

Raised in the Bay Area, Doug graduated from the Oregon University with honors in Finance and Economics. After spending years in mortgage banking, he was drawn towards investment real estate and sold apartment buildings and commercial properties for almost 10 years. He began selling residential real estate in 1989 and has since then helped hundreds of clients buy and sell homes in the Tri-Valley region. He also attended Harvard Law School's Program on Negotiation (PON), globally regarded as the most powerful training in negotiation available today. He currently holds a certificate from the Harvard Negotiation Institute.

More About The 680 Group:

Owned by Doug, The 680 Group is a full-service real estate company that caters to the real estate needs of the Pleasanton and Tri-Valley area. Its agents are committed to delivering 5-star services to their clients and making the best use of technology to deliver information, streamline processes and assist clients with their transactions.

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For more information about The 680 Group, contact the company here: The 680 Group Doug Buenz 925-621-0680 Doug@680Homes.com 509 Main Street, Pleasanton, CA 94566

The 680 Group

Doug Buenz and The 680 Group is a full-service and top-producing real estate team specializing in real estate and homes for sale in Pleasanton, Dublin, San Ramon, Livermore, Danville, Alamo, and Blackhawk.

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