

Complete Realty Team Answers the Question: Should Sellers Get a Pre Sale Home Inspection

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Complete Realty Team, a company based in Marietta, GA, has recently posted a YouTube video and a blog post that examine the pros and cons of having a home inspection before selling. A pre-sale home inspection, which is also known as a seller?s inspection or listing inspection, is the thorough examination of the state of the home by a certified home inspector before it is made available in the market. This has a number of advantages, but it also has several disadvantages, which is why the home seller will need to weigh carefully the pros and cons before proceeding with a pre sale home inspection.

The home inspector is a neutral third party that examines the condition of the home and provides a report about it for the purpose of having a fair and accurate picture of the condition of the home. Certified home inspectors have undergone extensive training and comply with a code of ethics, thus ensuring that the inspection is compliant with standard rules and their reports are accurate. It is vital to note that home inspectors will not provide a pass or fail score for the home. Instead, they will offer a snapshot of is present state, enabling the seller and possible buyers to decide what they want to do.

According to Complete Realty Team, which is one of the local Cobb County realtors, there are several benefits of a pre-sale home inspection. These include: a boost to the confidence of buyers; ability to make the buyer?s inspection less surprising; ability to fix problems before the house is made available for sale; ability of the seller to set a better price; and possibility of speeding up the selling process.

Ken Mandich from Complete Realty Team says, ?On the other hand, there are some potential drawbacks to consider. The cost of a pre-sale home inspection is one concern, with fees ranging from a few hundred to over a thousand dollars, which the seller must pay upfront without a guarantee of a higher selling price or faster sale. Another consideration is that the inspection may reveal major issues that sellers are legally obligated to disclose to potential buyers, potentially deterring buyers or resulting in lower offers if the seller does not intend to address those problems. If significant problems are discovered, the necessary repairs may cause delays in listing the property, which can be problematic in a competitive market where time is of the essence. Finally, buyers may still opt for their own inspections, potentially uncovering additional issues and leading to further negotiations or jeopardizing the sale.?

Complete Realty Team has the mission of helping home sellers and buyers get the services of the real estate agents who can make sure their clients are comfortable and are well-informed as to what occurs at every step of the home selling or buying process. For home sellers, they will assist in creating a personalized and winning strategy for selling the home for as high a price as possible and as fast as possible. Ken Mandich is a Realtor who heads a team of real estate agents, and he is also experienced and knowledgeable in digital marketing, which is useful in making sure that the house for sale is placed in front of more people who are actually actively looking for a house to buy. For home buyers, they will help in negotiating the best possible terms. They will also offer the best resources to allow the home buyer to get the best possible home financing utilities, home insurance, and other services. They offer their residential real estate services in Cobb County, including the surrounding areas of: Acworth, Austell, Fair Oaks, Kennesaw, Mableton, Marietta, Powder Springs, Roswell, Sandy Springs, Vinings, and Smyrna.

Those who would like to know more about selling a home, such as whether to do seller's pre-sale home inspection, can check out the Complete Realty Team website or contact them on the telephone or through email. They can be contacted 24 hours a day, at any day of the week.

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Complete Realty Team

REALTORS® and Real Estate Agents Serving Cobb County GA. Experienced listing agents that help you sell your house for top dollar as quickly as possible. Skilled buyer's agents that know the local market and can help you find and buy the perfect home.

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