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Calendar

Jay will be unavailable for inspections from March 23rd through April 2nd, 2006. Sorry for any inconvenience.

What the Future Holds

As Carson Inspection Service grows, this periodic newsletter will cover issues important to home buyers and sellers, home owners, realtors and home inspectors. Future articles will focus on seasonal home maintenance, home inspections, real estate transactions, and emerging trends in the home inspection field.

Is there a subject you'd like to read about? Please send your article ideas to jay@carsonconstruction.com.

The information in this Inspection Update is the original work of Jay Hensleigh at Carson Inspection Service. This page may be reproduced wholly and distributed freely.

Carson Inspection Service

I am proud to announce that Carson Construction LLC is now providing home inspections under the name Carson Inspection Service. Drawing on more than five years of experience in home construction, repair, and maintenance, it will be my pleasure to provide this valuable service to home buyers and sellers. I hope you'll call on me when you need your next home inspection.



OCHI # 1061

Pre-list Inspections: What are they worth?

Lately it seems that everybody is talking about "pre-list" inspections. What is a pre-list inspection? Will one help the house sell? While still relatively new in Oregon, pre-list inspections are becoming more common as seller's and realtors discover the benefits of having one.

A pre-list inspection is simply a standard home inspection conducted for the seller before the home is placed on the market. A pre-list inspection is not a substitute for a buyer's home inspection, and it is recommended that homebuyers always invest in their own inspection.

A pre-list inspection gives the seller valuable knowledge about their home, reduces surprises during the buyer's inspection, and puts the seller in a better position during any subsequent negotiations. The inspection can also find those "deal-killers" before the house is on the market. The seller can then either repair the defect before the house is listed, or not repair it with the understanding that the defect is likely to come up during the sale and may lead to concessions.

Another benefit of a pre-list inspection is improved trust and confidence between the buyer and seller. The buyer may feel that they've received a more thorough disclosure and appreciate the seller's extra effort. By disclosing the

inspection report, the seller can have confidence that subsequent offers come only from buyers interested in the home because of, or in spite of, the contents of the pre-list inspection report.

Occasionally, a pre-list inspection may sour an otherwise happy seller. Remember that the inspection is going to find defects in their home, which can be uncomfortable for the proud homeowner, especially if the defects were caused by neglect or homeowner remodeling. The seller may also be upset if the buyer's inspection finds something that the pre-list inspection did not. While it is certain that there will be some discrepancies between the two inspections, no major defects should be overlooked during either inspection. These issues can be minimized by hiring a thorough and tactful home inspector, and ensuring that the seller understands the scope and limitations of an inspection. Good communication is the key.

In summary, a pre-list inspection is a valuable tool for the home seller and listing agent. It instills trust and confidence, improves the seller's position, and helps the deal go through. Just remember that with knowledge, comes power, and with power, you can negotiate better terms and a better sale price.