

The Value Of A Home Inspection

Agents and brokers sometimes dread the home inspection - it's the last hurdle on the way to closing. But smart real estate professionals use the home inspection to demonstrate their commitment to clients' best interests and to build life-long relationships.

A home inspection truly benefits all parties involved:

- The realtor benefits because when everyone is informed of the condition of the home, costly "surprises" during the transaction are avoided, and the realtor's potential liability is reduced.

- With a pre-purchase home inspection, buyers feel more comfortable and confident, thereby reducing instances of buyer remorse.

- With a pre-listing home inspection, sellers ensure compliance with seller disclosure guidelines and the chance of post-closing hassles is reduced. According to a survey by the National Association of REALTORS, 77% of all recent home buyers obtained a home inspection prior to purchase. Of these buyers, 97% believed that the home inspection was a good value for the price they paid.

In addition to pre-purchase inspections for buyers, the demand for pre-listing inspections for sellers is rapidly increasing. Please visit our Home Sellers section to learn about the benefits a pre-listing inspection has to offer for both you and your home-selling client. Our offices can even provide tent cards and yard signs, at no charge, to help you market the home as 'pre-inspected.'

To find the ProSpection certified home inspector nearest you, please [click here](#).

Don't take our word for it, read this article from Money Magazine "Don't buy that house -- yet"