

HOME INSPECTIONS ARE FOR SELLERS TOO

NORTHBROOK, Ill. (October 5, 2009) – When most people think of home inspections, they think of buyers wanting to ensure what they purchase isn't coming with any unexpected problems. In today's market, however, a growing number of sellers are employing the expertise of professional inspectors before they put the home on the market, bringing peace of mind to the buyer and making sure there are no last-minute surprises for the seller.

"By inspecting the property in advance, sellers can adequately prepare the home to be put on the market," said Fran Broude, president and COO, Coldwell Banker Residential Brokerage. "Knowing the strengths and weaknesses of the home before it goes on the market enables the seller's Realtor to price the home accurately."

An inspection, which usually costs just a few hundred dollars, is well worth the expense considering the benefits.

- **Get top dollar.** A home that is pre-inspected validates the seller's asking price and gives buyers confidence in the quality of the home.
- **Share the costs.** It is possible that city building codes have changed since the home was last on the market. If certain aspects of the home's structure or systems are out of date, ask the buyer to share the costs of updating and repairing these flaws before closing.
- **Comfortable closing.** A good inspection sets the record straight about all that's right or wrong with the property for both buyer and seller, making for a smoother and faster closing.
- **Listen and learn.** The inspection process can cover a checklist of more than 300 items, during which the inspector can explain a home's systems and how they operate. Take advantage of this time; many inspectors will give you advice on how to maintain your next home.

Coldwell Banker Residential Brokerage, a leading residential real estate brokerage company serving Chicagoland, Northwest Indiana, Southeast Wisconsin and Southwest Michigan, operates 63 offices with more than 4,400 sales associates. Coldwell Banker Residential Brokerage is part of NRT LLC, the nation's largest residential real estate brokerage company. NRT, a subsidiary of Realty Corporation, operates Realty's company-owned real estate brokerage offices. For more information, please visit www.coldwellbankeronline.com.