



Accent Home Inspection Solutions

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What buyers really look for?

Dear Home Seller:

Making the decision to sell your home is a huge step for most homeowners. But once the decision is made to sell, then making your home Marketable should be your number one goal!

We understand the emotional attachment you have to your home, but you must be realistic about the home as well. No home is perfect and as soon as you realize that, you are on your way to making your home more Marketable. And remember, making your home the most marketable it can be should be your number one goal.

Potential home buyers want to purchase a home that is in tip-top shape, no matter the age of the home. That's why having a Pre-Listing Inspection make complete sense. Also:

- a) Having a home inspection before you put your house on the market will allow you to understand any current or potential problem areas with the home that can be resolved before the buyers arrive. Therefore, your home will be in better condition for viewing, making it more marketable and this will help you attain the maximum selling price for the home.
- b) Resolving problems prior to the buyer's inspection will save you money in two other ways as well. First, when you know what needs to be repaired in advance of the sale you can obtain multiple bids for the work that needs to be done and select the best contractor at the best price. Secondly, the work can be done by the contractor in a time frame that fits his schedule as well thereby avoiding the "Rush Charges" to get the work completed.
- c) Imagine instead, you are in the buyer's shoes and your inspector finds a leaky roof, water in the crawlspace or even worse ...RATS in the attic or crawlspace! What would you do? What could you do? What you did do was lost a sale!
- d) Finally, there is one secret that all Sellers need to know. Buyers make their decision to purchase a home based on emotion and justify that decision with logic. And another thing is equally true: Buyers can fall out of love with a home just as quickly as the fell in love with it. So why let the Buyer's Inspector jeopardize your sale by developing a long list of items needing repair that you could have fixed for a minimal cost? Making the repairs in advance of the sale will save you tons of frustration and disappointment! You may also find that disclosure of a rotted deck will prevent you from having to adjust your price since the buyers know going in.

Simply put ... the unknown or freshly discovered is far scarier than what is disclosed going in to the sales decision.

So let's review the facts: Having your home inspected before the first buyer shows up will help you to sell the home for more money, reduce the cost of the needed repairs, and minimize your frustration with the entire sales process. **Where's the down side to getting a Pre-Listing Inspection?**

What's that ... who should you call for the Pre-Listing Inspection? There's only one choice to ensure that you get The Peace of Mind you're looking for ... That's Accent Home Inspection Solutions. Call today to schedule an appointment!

Sincerely,



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