



CORE GROUP

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There's a long list of to-dos that most sellers are encouraged to tackle before listing their home, including things like decluttering and deep cleaning, staging, and finding great representation, like CORE Group. What's often not on that list is a pre-listing home inspection.

SHOULD YOU GET A PRE-LISTING INSPECTION

Here's what to know about the **pros and cons** of getting a **pre-listing home inspection**, there will always be scenarios where it might make more sense to do it, or alternately, to skip it and head right to market.

Pros:

- You can get ahead of repairs and anticipate what a buyer may ask for in repairs and/or concessions
- You might be able to close faster since you'll spend less time negotiating repair issues
- You could list your home for more assuming that they repairs are truly value-impacting and not standard home maintenance

Cons:

- You'll have to disclose any big problems and adjust the value accordingly if you are unwilling to curate the issue
- You'll have to spend money to do it
 - Inspections usually cost between \$500-\$1,000
- You might end up making more work for yourself

Should you get a home inspection before listing? The answer, perhaps frustratingly, is that sometimes it's worth it and sometimes it's not. Your best bet is to reach out to anyone at CORE Group to help guide you in the right direction based on the condition of your home and your local market.

What might make sense for one seller won't make sense for another. By creating a personalized listing plan you give yourself a better chance of selling your home efficiently, both in terms of speed and value. And that's a great goal to strive for in any market scenario!