

Should I Have My Home Inspected Before I List It On The Market?

By: Inspector Weeks 613.290.3697.

After living in the Gatineau hills for 37 years it is time for us to move back to Ottawa. I know spring is the best time to sell and we plan on putting our house on the market very soon. As you know, our house does have a few things that need repairs. My question to you is should we have you inspect our home now, before we list our house, or wait until the buyer has their inspector come through the house after an offer. Private homeowner in Chelsea.

Interesting question, Thank you. As a vendor it is your legal obligation to disclose any deficiencies that you know of related to the condition of your home. For example, roof leaks, basement problems, structural issues and the list goes on and on. As a vendor you also want to be able to sell your home at the best possible price. Most Real Estate transactions involve a Home Inspection. Homes in the Gatineau Hills, often renovated cottages or additions on additions have been known to have an issue or two. What normally happens is the buyer and the vendor will negotiate the selling price. Once both parties have agreed to these terms the home Inspector is brought in to check the property at the buyers' expense, working for the buyer. If there are issues that were not known by the buyer, or disclosed by the vendor, prior to the inspection, this would give the buyer an opportunity to renegotiate the selling price based on the new information or cancel the deal. As a vendor you need to know what issues may jeopardize the sale of your home. By having a building inspection done before listing your property for sale, you have the opportunity to correct these items or at best be able to tell the buyer what the issues are and explain that the home is priced accordingly. Some vendors will use an independent Home Inspection report as a marketing tool and have the report available to perspective buyers. Technically the buyer can pursue legal action against the vendor for non-disclosure of "Vise-Cache" or hidden defects many years after the sale has been completed.

Every house has issues. I have yet to inspect a perfect house and doubt I ever will. As a vendor you need to prepare your home for the buyers Inspector. The fewer problems that he/she can find the higher the likelihood of selling your home at your asking price. Recently I received a phone call from concerned home seller. The buyers Home Inspector noted deficiencies and quoted a price of over \$12,000.00 to do the repairs. The buyer then used that information to try to negotiate an additional \$12,000.00 off the original offer. The vendor declined and the deal was dead. That same vendor then had his own Home Inspection and based on that report, hired an independent

contractor to repair the deficiencies at a total cost of \$2,400.00. Since then, the vendor has sold his house for the full asking price saving him over \$9,000.00. Although this is only one example; it is typical of what can happen during a routine Real Estate Transaction. It makes a \$400.00 Home Inspection a very good investment.

I welcome your questions please forward them to, Inspector Weeks, c/o Peter Weeks Home Inspections PWHI@sympatico.ca or by phone at 613.290.3697. Past articles are available online at my website www.PWHOMEINSPECTIONS.COM. Peter Weeks has been a Chelsea resident for 19 years. As a general contractor since 1988, he has been doing Residential Home Inspections for about five years. He is a National Certificate Holder NCA # 0323. He is an Associate Member of OAHI (Ontario Association of Home Inspectors), CAHPI (Canadian Association of Home & Property Inspectors) and a member of the BBB. He is a Qualified and Fully Insured Inspector.

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A home inspection can be one of the most important investments you'll ever make. Choose Peter Weeks to provide you and your family PEACE OF MIND during the buying process.