

***Pacific West Home Inspections***  
***Residential and Commercial Building Inspections***

*Serving the Shuswap – Columbia, Okanagan, Thompson – Nicola, Cariboo – Chilcotin Regions*

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**Report #:** 0000-2011

May 5th, 2011

Mr & Mrs Smart

1234 Smart Seller Drive  
Shuswap, B.C.

**RE: Pre-Listing/Pre-Selling Home Inspection Report Summary And Preparation Information**

Dear Mr & Mrs Smart

I would like to begin with that a decision for retaining my professional services for a pre-listing/ pre-selling inspection is the first step with helping you to likely sell your home faster, get top dollar, avoid negotiating and disclosure problems.

A pre-listing/pre-selling home inspection is the prudent home seller's first step in the process of selling their home. To sell your home fast and get top dollar, you must present the most saleable property possible. A home inspection will reveal the current condition of your house, provide specific evaluations of more than 1000+ items and guide you toward enhancing the value and marketability of your home and property.

Most problems in a house are minor and can be fixed easily and inexpensively. Things like doors or windows that stick, an air conditioner that wheezes, dirty filters, etc. are shortcomings that are often overlooked by sellers who have lived with them for years. But, they are focused on by buyers. If the perceived problems do not derail the sale, they nevertheless provide rich ground for price negotiations.

Not only does the pre-listing inspection enable you to attend to problems before the house is put on the market, it also helps to move any questions the buyers may have about the condition of the home. Buyers are positively influenced by a professionally prepared home inspection report, which improves the speed, price, and likelihood of a sale.

Some sellers elect not to correct every defect reflected in the inspection report. Instead, they acknowledge the defects to buyers and explain that the asking price has been adjusted to reflect the estimated cost of repairs. Such candour tends to shorten negotiation time because buyers have fewer objections that could derail the sale.

## **1.0. Advantages Of An Professionally Inspected Pre-Listing/Pre-Selling Home Inspection**

While it is common practice for the home buyer to perform an inspection of the home that they are planning to purchase, there are also many advantages for the home sellers to have their home inspected before putting it on the market. This is especially true in this current "difficult" market for home sellers. In our market, anything that an home seller can do to set themselves apart from other sellers is important and can reap real benefits. It can pay off in having your home on the market for less time, as well as getting the price that you want.

The biggest mistake that home sellers make is waiting for the buyers home inspection to assess the condition of their home. One of the main reasons that the home purchase transactions fall apart is due to defects and/or issues that are discovered during the course of the buyers home inspection. Why wait until the last minute to see what issues may come up in a buyers inspection report that may become stumbling blocks just before going into settlement. By becoming proactive and allowing the Shuswaps most respected home inspection company assist you in discovering and understanding the true condition of your home in advance and help you turn your home into a buyer friendly home.

Eventually your buyer is going to conduct an inspection of your home. You may as well know what they are going to find first, by conducting your own pre-listing/pre-selling inspection. Conducting your own pre-listing inspection ahead of time helps in many ways:

1. It allows you, the seller, to select a qualified inspector of your choice, rather than to be at the mercy of the buyers inspector.
2. It allows you to schedule the inspection at your convenience and to assist the inspector with the inspection.
3. It allows you to see your home through the eyes of an objective third party.
4. It helps to price your home realistically, based on a true understanding of the condition of your home.
5. It alerts you to any immediate safety issues before agents and visitors tour your home, as well as for your own safety.
6. It permits you to make any necessary or desired repairs ahead of time, and at your pace so that defects won't become negotiating stumbling blocks later at the last minute.
7. It gives you the time to get your own, reasonably priced contractors or make any repairs yourself if qualified.
8. It may help the home to show better after you completed any repairs or upgrades.
9. It is the ultimate gesture of openness and forthrightness on your part and may help relieve prospective buyers concerns and suspicions.
10. It may encourage the buyer to waive the inspection contingency.
11. It may reduce your liability by adding professional supporting documentation to your disclosure statement.
12. It helps lighten negotiations and 11th hour re-negotiations so the deal is less likely to fall apart at the last minute the way sometimes do when a buyer's inspection unexpectedly reveals a problem.

All in all, it should make it easier and quicker to sell your home and perhaps even get a better price for it. This certainly should make you happy and the buyer should be happy as well if the purchase can proceed to closing without a lot of complications. It's a win-win situation.

## **2.0. Inspection Conditions Of Items And Issues Observed**

Of all the things homeowners control when selling their home, the condition of the property is the most important. There are a few problems and issues in your home that you have become used to and they should be attended to now. A serious prospect will likely have a professional home inspection and making repairs and changes beforehand will leave less for the prospects inspector to find. Repair all items that fall into one or all of the following five categories:

1. Any major defects such as structural problems.
2. Small defects that lead to major defects such as a failed skylight cover.
3. Items that may hinder your buyers ability to finance, legally occupy, or insure the property.
4. Any safety hazards such as a missing guardrailing and handrailing.
5. Minor items noticeable to prospects such as loose tile grout around a bath tub.

The repair/replace/improvement recommendations are divided into three groups. The first group are those that can be done easily for little to no cost such as yourself. The second grouping is for medium cost measures that you may be able to do yourself or, in some cases, hire a professional contractor. The third category is for higher cost measures which typically implies a professional contractor or tradesman. In general, the recommendations are listed in order of priority.

Through my inspection performed on May 5th, 2011. The following conditions of items and issues were observed during the walk through of my inspection.

## **3.0. No Cost - Lower Cost Repair Recommendations**

- 3.1. Roof Cleaning: Clean tree debris from valleys to allow the free flow of water to the gutters (maintenance issue).
- 3.2. Roof Cleaning: Remove tree debris from the surface of the roof at the south side (maintenance issue).
- 3.3. Roof Cleaning: Remove light moss from the surface of the roof where observed (maintenance issue).
- 3.4. Gutters: Various types of debris material is observed within the gutters, need to clean gutters of debris in order for water to flow freely to the drain spouts (maintenance issue).
- 3.5. Electrical: Replace defective light switches located within the laundry room, main floor hallway bathroom and two in the main floor master bedroom bathroom.
- 3.6. Kitchen Island Counter/Floor Cabinets: Island is loose and needs to be fastened to the floor.
- 3.7. Main Floor Master Bedroom Bathroom: Drainage is a bit slower than normal, P-trap may be clogged with hair or other debris, open P-trap and empty.
- 3.8. Exterior Property Grade: Need to lower soils below homes finished stucco at the North side of the home (cladding, grade should be at least 8 inches below any finished siding materials).
- 3.9. South Exterior Stairs: Obtain the professional services of a builder or renovation contractor to install a set of handrails along the sides of the stairs by today's building standards, practices and code requirements.
- 3.10. Automatic Garage Door Opener: Automatic door opener is operational. Automatic reverse feature is unknown. Appears that the automatic door opener is not operating as intended. When the button is activated to have the door go down, one has to continually hold the button down, if not, the door retracts automatically. Appears adjustments are needed at the unit and/or the button needs to be replaced, have serviced.

## **4.0. Medium Cost Repair Recommendations**

4.1. None Recommended.

## **5.0. Higher Cost Repair Recommendations**

5.1. None Recommended.

## **6.0. Preparation Of Selling Your Home**

Once all or a section of the repairs, changes and/or improvements have been performed within the interior and exterior areas of the home, preparation of your home is needed. Think like a buyer as prospects naturally want the best for themselves. They arrive at your front door wanting to find the right home. If you have done your preparation work, every room in your home will lead them to end their search by getting everything done before your first showing.

### 6.1. Landscape

1. Make sur that the lawn is neatly mowed, raked and edged.
2. Prune and shape shrubbery and tree's to compliment your home.

### 6.2. Remove Everything That You Can Temporarily Live Without

Put everything you can into temporary storage, donate it to charity, sell it, give it away or burn it. Removing everything from your home before putting it on the market will...

1. Makes your home look bigger.
2. Allows a prospect to move more easily imagine their own items in your home.
3. Allows to remove personal fixtures.
4. Neutralizes the personality of your home.
5. Gives the inspector greater access.
6. Lowers the cost of packing and shipping items.
7. Prepares your home for cleaning painting, etc.

### 6.3. Empty And Organize Your Closets And Cabinets

Prospects will look into closets and cabinets. Make them appear larger by emptying them.

### 6.4. Clean Everything

No home is too clean and few things increase marketability as much as cleaning.

1. Steam clean carpeting.
2. Clean windows and storms inside and out.
3. Scrub bathrooms and keep them spotless.
4. Degrease the oven.
5. Clean the water heater, furnace and anything else prospects will be paying extra attention to.
6. Power wash your siding and deck if needed.

### 6.5. Replace Badly Worn Or Stained Carpeting

Replace with inexpensive neutral-colored carpeting. The worse your existing carpeting is, the better the return

you'll get on this investment. Further, any areas within the home with missing flooring material, install a finished flooring material covering.

#### 6.6. Don't Buy Any New Major Appliances Or Furniture

1. They won't make your home much better.
2. The buyer will not reimburse you for them at full price.
3. They cost money to move.
4. They clutter up the place.
5. The buyer may not share your taste.
6. The prospect does not value them as much as they cost you.

Further, tasteful mirrors can help direct sunlight or make a home appear bigger. Additionally, leave out the owner's manuals to the appliances that are included with the home.

#### 6.7. Paint Anything That Needs To Be Painted

An investment in cosmetic improvements will bring an greater return than mechanical improvements. Consider painting basement walls, front door, wood railings and trim.

1. Use neutral colors.
2. Be neat.
3. Label and leave the extra paint for the new owner.
4. Don't paint unless you are good at it. Prospects will notice fresh paint if it's sloppy and wonder what you are covering up. A sloppy paint job is worse than no painting at all. As a good tip, take photos or video of everything before you paint it to prove you weren't covering up any major defects. Later, you may need to demonstrate this to a prospect, inspector or another realtor.

#### 6.8. Change Light Bulbs

Lighting has a tremendous impact.

1. Replace burned-out bulbs so prospects can see how cheery your home is.
2. Put in higher wattage, soft light bulbs make your home brighter.
3. Install lighting on stairs for safety.
4. Add battery-operated lights to those closets that lack them.

#### 6.9. Buy All New Shower Curtains

They are not worth washing and newer curtains look fresher.

#### 6.10. Replace Toilet Seats

1. They are inexpensive and easy to replace.
2. They make the whole toilet appear new.
3. Visiting prospects inspect and may use the bathroom.

#### 6.11. Improve The Driveway Surface

First impressions are lasting impressions. The surface of your driveway should be beyond reproach. Seal asphalt driveways, patch concrete ones, or order a load of stone to spread. It is relatively inexpensive and is the first thing prospects see in sales photos or when they visit.

#### 6.12. Clean The Gutters

It may be raining when a prospect visits. Also, inspectors look for and note debris in gutters and other deficiencies.

#### 6.13. Don't Add On To Your Home

1. The only addition to you should want for your home is a sold sign. You simply can't recoup the cost of an addition when you go to sell.
2. Often a neighborhood can't support your larger home and it is usually more difficult to sell the biggest house on the block.
3. Additions often look like additions from the outside. It is difficult for contractors to make additions blend in with your homes existing architecture.
4. A prospect who wants an addition in the future may not be able to afford it now.

#### 6.14. Improve Safety

1. Correct trip hazards in the sidewalk.
2. Remove clutter from walkways and stairs.
3. Add lighting where necessary.
4. Post signs to alert visitors to potential hazards such as low head room.
5. Move stored items away from attic's pull down stairs.
6. Install and/or secure stair hand rails.
7. Cover exposed electrical junction boxes and secure unused wiring.
8. Add GFCI's (ground fault circuit interrupters), where needed.
9. Store chemicals and house cleaners out of reach of children.

#### 6.15. Don't Make Repairs Yourself If You Are Not Qualified

1. Your prospect or their inspector may recognize sub-standard work.
2. Doing it yourself may take too long.
3. You could create a safety hazard.
4. The value of your own labor is not tax deductible.
5. You will be blamed for faulty repairs discovered later.

#### 6.16. Order A Neighbourhood Environmental Report

Get a neighbourhood inspection. Neighborhood Environmental at [www.Neighborhood Environmental-.com](http://www.NeighborhoodEnvironmental.com) will research your city and send you a report which includes from the status of local hazardous waste sites to health risks specific to your neighborhood. A clean report is a great selling tool.

#### 6.17. Have A Surveyor Mark The Boundaries Of Your Property.

Prospects love this as it lets them see what the size of the property is and what they are getting. It is especially useful with large irregular lots to prevent misunderstandings about your representation of the boundary lines. Further, have the surveyor note how far the nearest fire hydrant is. Additionally, note how far the fire hall is to the home.

## **7.0. Additional Follow-up Pre-Listing/Pre-Selling Inspection Service**

Additionally to the pre-listing/pre-selling service, if any other the recommendation of repairs, changes, improvements have been done to your home structurally or mechanically after the date of the inspection, I can be called upon to inspect the replacement, repairs or upgrade to any system and will insert in the inspection report my seal with initials and date that these changes have been made.

This gives credible assurance from you to the prospective home buyer that these changes are true and have been re-inspected. This service is included with the initial inspection.

After a pre-listing/pre-selling inspection has been performed on your home. A 2 ft by 2 ft sign can be posted on your property along side your Realtors sign acknowledging that your home has been professionally inspected and a report of the inspection is available for viewing giving details about the structure, mechanical systems and safety of your home.

The fewer problems the prospective buyer (and their inspector if they choose to obtain an inspector) finds with the property, the better the overall image the property presents to the prospective buyer. Obviously, it is to your advantage if the buyer hears the inspector saying, "Everything on this property is right except for a couple of minor issues here and there", rather than hearing a long list of concerns.

Thank you for selecting my firm to do your pre-listing/pre-selling home inspection. I personally know from past experience with other clients that this process will greatly benefit and enhance in selling your home in the future which will put you in a better position then others that are selling their home and property. If you have any questions regarding the inspection report or the home, please feel free to call me.

Sincerely,

PACIFIC WEST HOME INSPECTIONS

Mr Dave Brice CHI

Owner/Inspector

ASTTBC & BCIPI Certification #: PI0284.

BPCPA Home Inspection Licence #: 47668.

WETTBC Certification #: 5824.

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