

# WHY DO A PRE-LISTING HOME INSPECTION?

**Helps eliminates "SURPRISES" from a Buyer's inspection report!**

**Helps set the HIGHEST realistic Net Value for your home!**

The Net Value is the price after all buyer negotiations.

**Full disclosure connotes care and pride of ownership to the Buyer!**

Full disclosure adds confidence to the Buyer's decision!

**Helps eliminate negotiation after the offer has been accepted!**

Many Buyer's utilize the pre-listing inspection report and waive further inspection.

## COMMON INSPECTION SURPRISES AN INSPECTION MAY FIND

### High Radon Level

Many areas of Central New York have high levels of Radon....

47.1% of homes in Onondaga County have elevated radon levels.

48.0% of homes in Manlius have elevated radon levels.

64.8% of homes in Pompey have elevated radon levels.

### Unknown Mold and Moisture Issues

Often found in attic, crawl space and areas not normally accessed by owners.

Many suspected 'mold' and moisture issues can be addressed by the owner.

### Unknown Electrical Issues

Double taps or other main panel issues not normally accessed by an owner.

Improper wiring, grounding, and/or enclosures undetected by an owner.

Improper or damaged electrical service lines.

### Unknown Attic Issues

Sheathing, structural, or insulation issues not normally accessed by the owner.

Ventilation issues not normally accessed by the owner.

### Unknown Roof Issues

Roof covering, sheathing, flashing issues not visible to the owner.

### Perceived or Real Foundation Issues

Most homes have minor settling cracks or parge coat issues.

Many basements have efflorescence or 'mold/mildew' suspected material on walls.

### Unknown Water or Septic Issues (homes with well and septic systems)

Water and septic system testing MAY be required by the SELLER prior to the sale.