

Joan O'Meara

The Key to Your Home.

Honest, Insightful, Successful



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As reprinted from The **Rye** Sound Shore Review and **The Harrison Report**
Serving Harrison, West Harrison, and Purchase

BUSINESSNews

November 5, 2004

Realty Check



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Joan O'Meara, Associate Real Estate Broker for Coldwell Banker/Country Properties in Rye, introduced today's current trend—a pre-inspection by sellers—in her last column. Due to popular interest, this column further explores this topic.

by C. Anderson with Joan O'Meara

Time to Sell? Then it's time to consider a Pre-Inspection!

In the competitive Rye/Harrison area real estate markets, pre-inspection is a great advantage to sellers. In turn, it can save sellers and buyers time and money—while lessening anxiety for both parties.

A smart move to help your house sale move smoothly

A pre-inspection is essentially an inspection that a seller coordinates prior to listing. For a minimal cost of approximately \$700, any significant defects or issues are revealed to the seller before putting the house on the market. Potential deal breakers can either be corrected prior to listing or taken into consideration when pricing the house. This small upfront investment can pay off...and then some.

To demonstrate how strongly O'Meara feels about the benefits of a pre-inspection, she is currently offering to cover the entire cost of the pre-inspection. This makes the pre-inspection free*—at no cost—to sellers who list with her.

O'Meara explains that a pre-inspection “can eliminate a lot of stress that occurs during the waiting period between accepted bid and con-

tract signing.” And in some cases, often in multiple bid situations, the buyer may waive the inspection contingency because of the pre-inspection report. This can result in contracts being signed sooner and less waiting on the parts of both buyer and seller. For example, in a recent sale, O'Meara and her client garnered a selling price that was 11 percent over asking and contracts were signed within 24 hours. She summarizes, “The pre-inspection step helps to satisfy everyone...and satisfy them quickly.”

A glance at an inspector's checklist:

(As provided by HouseMaster)

- Built-In Kitchen Appliances
- Central Cooling System
- Central Heating System
- Decks & Porches
- Exterior Siding
- Foundation
- Insulation
- Interior Electrical System
- Interior Plumbing System
- Pest Inspection (Termite/Wood Destroying)
- Radon Screen
- Roofing
- Septic Testing (if applic.)
- Structure
- Water Quality Testing (if applic.)
- Sell your house...and peace of mind

When a seller promotes that they've done a pre-inspection, this can provide greater peace of mind to the buyer as well. Brian Abbott, Operations Manager of a local HouseMaster office, a widely recognized company in the home inspection industry, notes that, “Buyers can opt to review the report for full details on the home, and may choose to have the same inspection company perform an inspection

review or walk through with them—at a fraction of the cost of a new inspection.” A buyer can choose to take this step after the contract is signed. So a pre-inspection is really a plus to the buyer as well.

In addition, a pre-inspection report can be very useful to help sellers and realtors price the house accurately, while also minimizing the negotiations to repair items during the offer stage. O'Meara closes by stating the importance of making sure sellers choose a credible inspection company, when going this route. She then adds, as a seller in our competitive market, why not take this extra step—in the long run, you could be avoiding stressful negotiations and hidden surprises that often crop up after a buyer's inspection. And to arm yourself with the potential to have a stronger price in a shorter amount of time? It's definitely time to consider. (And why not consider it, while it's free!)

Do you have a real estate question you would like to ask Joan O'Meara for a future column? If so, e-mail her at jmomeara@coldwellbanker.com. Visit her website at www.joanomeara.com.

Joan O'Meara, Associate Real Estate Broker for Coldwell Banker/Country Properties in Rye, has achieved over \$70 million in sales and is the winner of numerous awards including the Coldwell Banker International President's Elite award for being in the top 4% and she was ranked in the top 1% of Westchester County Coldwell Banker agents for 2003. She is a Westchester native and has lived in Rye for over 12 years.

* Offer good to Rye area/Harrison residents who sign listing contract with Joan O'Meara; offer subject to change or termination at any time. Pre-Inspection provided by HouseMaster. Value is approximately \$700.