

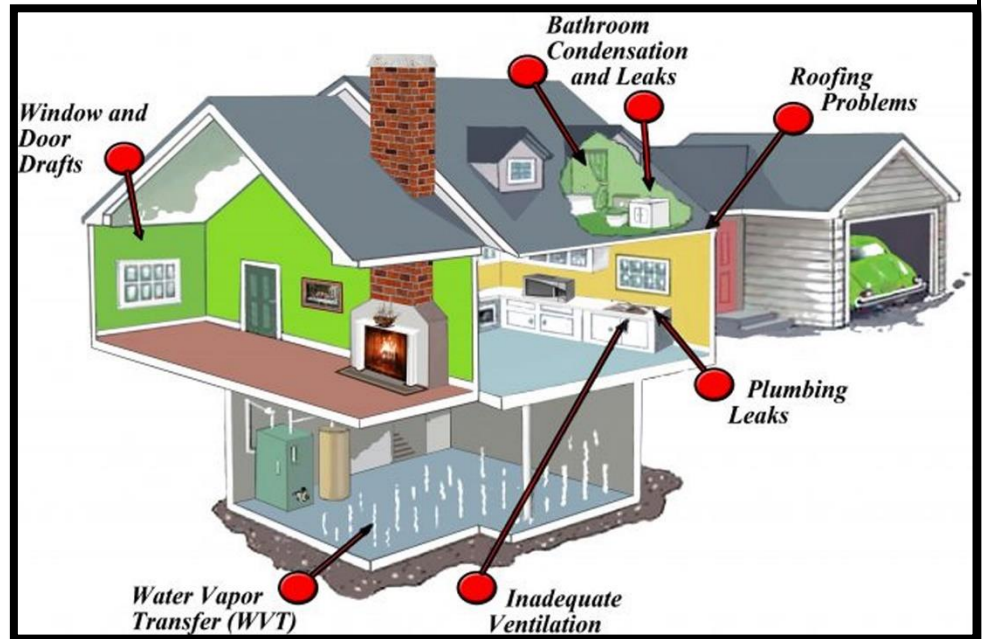
Who Should Get a Home Inspection?

Some homeowners like to have routine inspections to keep their homes in good condition. Likewise, some sellers like to have a pre-listing inspection to take care of issues that are found prior to listing. **Buyers, on the other hand, will almost always have a home inspection as a contingency, in the contract to purchase...as they should.** Buyers in New Jersey are not required to get a home inspection when purchasing a home.

However, unless it is a very specific situation, it is highly recommended to do so.

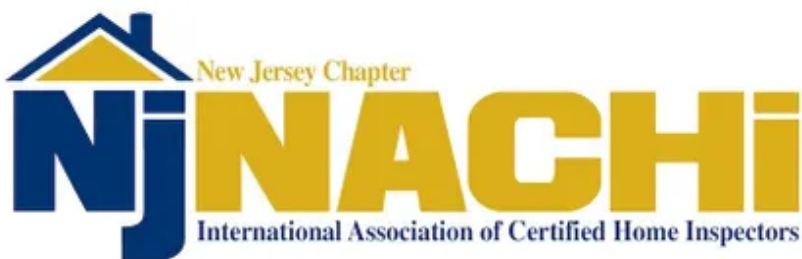
This contingency protects the buyers, ensuring that they know the condition of a home and property. The cost in Northern New Jersey starts about \$300.00 for a one-bedroom condo, a three-bedroom house will start around \$470.00. Larger homes, septic systems, swimming pools, will obviously raise the price. It is the buyer's responsibility to put the home inspection

contingency in the contract, and unless you are just buying land only (even then get a hidden tank test, old oil tanks can leak!) a good inspection is well worth it. Make sure your Inspector is licensed and insured.



Every Home will have some issues, even New Construction!

A seller does not have to have a home inspection. In fact, many sellers list a home in as-is condition. The reality is, however, that a home inspection can save a seller from unexpected issues during the selling process. A pre-purchase NJ home inspection can reveal issues with a home, including both large and small issues.



The important thing to remember is that every home inspection will reveal issues. If there is faulty plumbing, a crack in your foundation, or a leaky roof you will want to know so that repairs can be made prior to listing. Furthermore, if you are not making repairs you want to be aware of

big issues so that you can credit a buyer if you choose. Big issues could result in a real estate transaction falling apart costing both the seller and buyer time and money.

Steve LaSpina, of 201 Home Inspections (Licensed and Insured), highly recommends home sellers get a pre-listing inspection... "If you have lived in your home, you could overlook small issues, or may not be aware of larger ones. Prior to listing your home for sale, a pre-listing home inspection informs the sellers ahead of time what issues exist. This allows the seller to see their home through a buyer's eyes, and to fix, update, clean, and **make that first impression the best it can be.**"

Steve also says, "In our experience, sellers are always grateful to know what will arise when the potential buyers get their own home inspection. It gives sellers the control and ability to update features of the home they may not have been aware of."

You only get one chance to have a great first impression! Most small repairs, deep cleaning, replacing of worn carpet, a fresh coat of paint, usually, not only pay for themselves, but make money for the seller...It also tells the buyer that you take care of your home. ***Buyers today want move-in ready, so as close to that standard as possible will yield the best result for sellers.***



Remember, when you are a seller, you have to look at your home the way a buyer would. If you have a number of small issues, to a buyer, that may mean that you are not taking care of the home. Worse...maybe the big things like heating, septic systems, air conditioning are not being taken care of...***having many small issues can cause a buyer to just walk away!***

Don't forget about the outside, the driveway, lawn, shrubs, trees, pool, shed, gutters, front door!

As your Realtor, we always ask a seller to declutter, deep clean, fix anything that could be a negative. In some older homes we recommend a fresh coat of paint, remove wallpaper, replace worn carpet or fix floors, and sometimes minor updates. This always helps sell the home, and ***every buyer is looking for "move in ready"***



In New Jersey, home inspectors are licensed by the New Jersey Division of Community Affairs, For more info:...Home Inspection Advisory Commission
<https://www.njconsumeraffairs.gov/hom/Pages/default.aspx>



Most Good Home Inspectors are certified by ASHI or NACHI

The **ASHI certification** program establishes a minimum and uniform standard of practice for home inspectors practicing in the United States and Canada, or **International Association of Certified Home Inspectors**, which has a NJ association.

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