



ACRE HOMES
— *Tampa* —

“5 - Star” Pre-Inspected Home

Including The 5 Best Steps You Can Take to
Prepare Your Home To **Obtain Top Dollar** in
This Real Estate Market.

BRETT & MCKENNA SCHILLER

(813)957-1667

BRETT@ACREHOMESTAMPA.COM

EXP REALTY



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You have found it. A unique and comprehensive list of preparations to help you avoid the dreaded contract termination.

Sure, there are different opinions, about as many as there are real estate agents, but taking these steps will be well worth your while when you reach that decision to Sell... this document goes a long way toward answering the question, “We are Selling our home, now what?”

These steps are not all needed by every home seller, but most are needed by most home sellers. The premise of course, just like with our other reports is that being prepared pays off. The old saying ‘Measure Twice, Cut Once’ is an old saying for a reason. (In Russia, the saying is “measure 7 times, cut once”, now that is precise, and maybe the reason everything takes so long in Russia!)

We are going to include some tasks that most agents will not recommend, but each is included for a reason... because each removes a reason for buyers to negotiate your price down or terminate your contract.

We are also going to include some steps that are not typical with most real estate agents, but we have proven them to be extremely effective in achieving Top Dollar for our clients. Choose what you will but do your best to leave as little out as possible!



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#1. Get a written roof inspection BEFORE you list your home for sale.

I have seen too many home sales delayed or even derailed because the home inspector flagged the roof during the home inspection, and as a result the buyer had a roofer come out, then the seller had a roofer come out, and then the seller had the insurance adjustor come out. How fast this all happens depend entirely on how busy the roofers are and the insurance adjustors are at the time.

Avoid an unforeseen delay by preparing in advance. Most roofers will inspect a roof for free. I pay mine \$99 because he inspects so many for me and most do not result in business of course.

If some repairs are needed, they can be completed right away. Common requests are to seal nail heads, repair flashing etc. Then have the paid invoices ready to present to prospective buyers and their inspector.



If a new roof is recommended due to wind or aging, and you file an insurance claim, here is a rule to follow... ALWAYS have your roofer meet the insurance adjustor! ALWAYS! NEVER BREAK THIS RULE! Why? Because insurance companies do NOT want to replace your roof, and sometimes a professional roofer can show them why it is needed by identifying damage they may not recognize!

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#2. Get a written HVAC (heat, vents and air conditioning) inspection BEFORE you list your home for sale.

The heating and air conditioning system is an expensive area of the home and buyers will want to be sure they are not going to be stuck with a huge bill in the near future. An assessment and servicing will usually be about \$150.

Have your trusted AC company come out and service and check your system. Your buyers will want to know the age and condition of the HVAC.

As with the roof, get a written report as to its current condition. If repairs are needed, do them now. If replacement is recommended, consider it strongly, as buyers are not confident in warranty companies like they used to be. Some buyers will go so far as to ask for replacement even if it is in fine working condition if the system is older, 10 years for example.



#3. Have a termite inspection completed.

Make certain you are using a pest company who knows or even specializes in termites, as many do not quite get it.

Also, be sure they point out “Conducive Conditions”. These are conditions and locations that termites are likely to invade your home, so now you can remedy those ahead of time.

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#4. Have an electrical inspection completed.

Why? Because this is one of the most common areas of disagreement. When a home inspector flags electrical issues, buyers tend to latch onto those and want repairs due to “safety” issues.

However, if a master electrician has already inspected and approved the panel the way it is, that overrides a home inspector’s opinion.

Then you can repair the most often found issues such as GFCI (ground fault circuit interrupters) which are easy to add and upgrade and usually less expensive to do now than later.

Make sure ALL bulbs are working as inspectors often write up that a fixture is not working when it is only a bulb needed. And label hard to figure switches so buyer inspectors do not flag something as inoperable. My electrician only charges \$149 for such an inspection. Again, get this in writing.

#5 You may or may not need this one, but if there are any questions at all... have your foundation checked.

Some areas rarely have settling issues but it is quite common in other locations. Having a foundation company come out and check is usually free, or a nominal cost. It is always better to know NOW than later if you have a problem.

HINT: If a foundation company checks and offers to make the repairs for you, DO NOT take the first bid.

Now, you get an engineer, which is more expensive but not as costly as foundation repair. The engineer will recommend what repairs are needed if any. Yes, I have seen engineers ok a foundation that was found to need repair by a foundation company. The foundation company offered to shred its report when the engineer gave the foundation a thumbs up. This has happened multiple times, so NEVER take the first opinion.

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Bonus: Septic systems are probably the most expensive part of the home at this point, and buyers are far more comfortable knowing about the status of your septic system in advance.



Some septic systems are on a maintenance agreement, and if so, just pull out your last maintenance report. You might also ask your maintenance company to assess the system for the purposes of satisfying an inspector, just in case.

If you are not on a maintenance agreement, then consider having an inspection. Again, it is better to know now if you have issues to address than when the buyer comes along with their inspector.

If it has not been pumped in awhile, consider investing in that as well. But when the buyers' inspector comes along, you will often be asked to pump it for that inspection, so no need to spend that money (about \$450) twice unless it has been a long time. (3 years or more as a general rule)

If repairs are needed, DO NOT contact someone you do not know. Contact me, or get at least 2 or 3 bids. I have seen SO many septic repairs bid from \$1200 to \$10,000 for the same repairs. Have also seen bids for \$18,000 while a 2nd opinion says NO repairs are needed. This is an area where you want to be well informed and take a little extra time to get viable feedback.

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Bonus #2: If you have a well, consider having it assessed and a written report available to show prospective buyers.



The well is another HUGE positive that your property provides that others may not. But it is not a positive if buyers do not understand the benefits.

First, you want buyers to be comfortable that your well is in great condition because most buyers and typical agents WAY overestimate the cost of a well and well repairs and maintenance.

So, have your maintenance records and costs readily available and your report showing the well is in good working order from top to bottom.

If it is common to have your water tested, have a recent test result available as well.

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Measure twice, cut once cannot be stressed enough. This particular process to become a “5 Star Pre-inspected” home does not address aesthetics, but when promoted properly, these steps are of great importance.

Now, just so you know, a big part of our process, and the reason so many clients hire us is because invest in you, our client. By that, I mean that we pay for preparation efforts involved in the 5 Star Pre-inspected Home. Yes, you read it correctly, we pay for the AC inspection, roof inspection etc.

We do that because it IMPROVES your chances of reaching closing successfully.

The buyer home inspection is the #1 reason contracts are terminated in today’s real estate environment. When you know in advance, and can remedy issues with your 5 (or 6 or 7) most expensive parts of your home, you remove the cause for most buyers to negotiate or terminate.

That is not to say nothing will be found by the buyers’ inspector, but the items of most concern to buyers will have been addressed before the buyer ever arrives and that is a huge advantage to you.

Hi, my name is Brett Schiller and I sincerely hope this report has provided information that is helpful and useful in your home selling efforts.

Thank you for taking the time to read this information. Please feel free to let me know if you need anything at all... no hassle, no obligation.

Remember, it is Your Choice, so Make it a Powerful Day!

Sincerely, Brett

813-957-1667 ~ Brett@AcreHomesTampa.com

