

# HOME INSPECTIONS HELP SELLERS PRESENT HOUSES IN THEIR BEST LIGHT!

Very few home buyers today would dream of signing papers on a new house without first checking for any hidden problems. Smart home sellers can take advantage of this fact by having a professional home inspector thoroughly examine their house - before putting it up for sale, says the Canadian Association of Home & Property Inspectors (CAHPI).

A professional pre-listing home inspection will disclose any major defects in the home's physical structure (such as the roof, basement, foundation, walls, and ceilings) or in its electrical, plumbing, heating or cooling systems. Should any serious problems be reported, sellers may then elect to have them repaired before marketing to prospective buyers. The resulting physical and/or aesthetic improvements often greatly increase the home's sales appeal.

Another option, if the pre-listing inspection turns up major problems, is for the seller to set a more realistic asking price. Very often, people who have lived comfortably for many years in their home grow accustomed to conditions which may prove unacceptable to a potential buyer. An objective third party opinion helps to put a home's true condition into a more realistic light.

In addition, the inspector's written report can be a persuasive sales tool, providing sellers with unbiased documentation of all their home's good features. Buyers may feel more confident in making an offer when they can know right away the present condition of the house, inside and out.

To make sure a house is inspected objectively and expertly, home owners should seek an inspector who belongs to a professional association of home inspectors. This is the consumer's best assurance of competence and professionalism.

The CAHPI is a non-profit self-regulating professional association for independent home inspectors whose members have met demanding technical and professional qualifications, and who promote a strict Code of Ethics to prevent conflict of interest activities.

For further information on home inspections, or to obtain the names of qualified home inspectors in your area, visit: [www.cahpi.ca](http://www.cahpi.ca) - and link to the website applicable to your province.