

We Want To Help You Save Time And Make More Money...

Hello, Michael and Judee here from ALLIN Home Inspections.

It's true. We want to help you save time and make more money by sharing with you a way in which you can sell Your Listings, faster, for more money and with less hassle!!!

Sound to be too good to be true? IT'S Not!!!! Let's consider the following.

When you go into an auto dealership today, they have two types of "used cars." One is just the plain old used car and the other is "Certified Pre-Owned!"

Now, what does Certified Pre-Owned mean in the mind of the consumer? It means that the Certified Pre-Owned Vehicle has been inspected and it meets the company's rigid guidelines for quality and excellence.

It's absolutely true that Consumers will pay more for Certified Pre-Owned Vehicles.

SO, we tore a page out of the auto dealers "Playbook" and applied it to Real Estate!

Let's say you have a listing on a street in a more sought-after neighborhood, but the market is very competitive in that area. How do you set your listing apart from the competition?

Make your listing a "Certified Move In Ready."

AND, how do you make your listing Certified Move In Ready?

It's simple... Have it Professionally Inspected, by ALLIN Home Inspections, before it goes on the market or shortly thereafter!

Here's how our Certified Move In Ready Program helps Your Listing sell faster, for more money and with less hassle!

As you know, potential home buyers want to purchase a home that is in tip-top shape, no matter the age of the home. Have you ever been frustrated and said, "these buyers, nowadays expect new construction in every home they look at." Certified Move In Ready Inspections allow you and the seller to prepare for these rigorous reviews. Now, let's take a closer look at the details.

Problem:

Buyers hire a home inspector who discovers a long list of repairs that the seller may not have even been aware. Many times when buyers see these long lists, they begin to fall out of love with the home and feel that it is a money pit. The seller may be willing to fix some or all of the issues BUT some of the repairs could cost an arm and a leg because of the immediate deadline. (The seller does not have time to shop around for the best pricing and the best one to complete these repairs.) Then your deal falls apart, the seller now has to update their disclosure or risk being sued. You must start all over again from scratch. Everyone is frustrated. Also, think of the time and money you have expended in starting over.

Our Solution:

- A) Having a Certified Move In Ready Home Inspection before the seller puts the house on the market will allow the seller to understand current and/or potential problem areas with the house that can be resolved before buyers arrive.
 - When the seller knows what needs to be repaired in advance of the sale, they have time to obtain multiple bids for the work that needs to be done and select the best contractor at the best price.
 - The work can be done in a time frame that fits the contractor's schedule as well, thereby avoiding the "Rush Charges" to get the work completed.
- B) If these issues are corrected, the house will be in better condition for viewing, making it more marketable. This can help in obtaining the maximum selling price for the house.
- C) Realtors and Seller need to understand this one fact – Buyers make their decision to purchase a home based on Emotion and justify that decision with logic. Without a Certified Move In Ready Inspection, the Buyer's inspector could come in and discover a long list of items needing repair. This not only alarms the buyers, but can give them a reason to try and run from the deal. **Also fact** – Buyers can fall out of love with a home just as quickly as they fell in love with it. So, why risk an unnecessary surprise that causes a roadblock right before the closing table, jeopardizing the sale (uhm, and your very, hard earned commission)?

D) The listing information, a “clean” Certified Move In Ready report along with your contact information will be on our website and our social media sites. This will get the listing and your information to more places for potential buyers/sellers to see. This is at no additional cost to you.

Knowing the home condition in advance of the sale will save ALL involved a ton of frustration, time, disappointment and money.

So let’s review the facts: Having a Certified Move In Ready Inspection prior to the first buyer showing up, can result in less expense to the seller in having repairs made, increase the chances of the home being sold for the highest & best price, prevent the buyer’s inspector from discovering a long list of repairs that alarms them and reduces a lot of stress involved with the sales process. **So what’s the down side to getting a Certified Move In Ready Inspection?**

Ok, right now you may be thinking, Michael and Judee, this Certified Move In Ready Inspection does not sound that good to me. If we get the home inspected, we’ll have to disclose the problems that are discovered.

You know what??? That’s correct. But, the truth of the matter is, the problems that the house has are going to be discovered during the course of a professional home inspection, anyway. If these “surprises” keep the sale from moving forward, then the seller, by law, has to update the Sellers Disclosure Statement or risk a failure to disclose lawsuit. Then, you have to find another buyer.

Skip the backtracking. It is much better and easier to understand the issues with the house before the buyers arrive and deal with them in advance, so the sale moves smoothly forward.

Several of the sellers, we have worked for, have repaired select items and then obtained estimates from qualified contractors for the repairs they don’t want to make. They presented the repair estimates alongside the Sellers Disclosure Statement and the Certified Move In Ready Inspection Report for the buyers to review.

Let’s recap the benefits to both the Realtor and the seller by having the house Certified Move In Ready before its placed on the market:

- Certified Move In Ready Inspection helps buyers feel immediately more comfortable with the property and increases their perceived value of the property.

- Sellers have the opportunity to eliminate certain defects before the buyer arrives in order to more effectively market the home in the most positive light.
- Sellers are allowed the time to make repairs, costing them less in “rush fees.”
- Buyers are less likely to hire their own home inspector.
- No more last minute surprises found by a buyer’s inspector after the seller thought they had a firm offer.
- Serious offers are more likely to turn into closings.
- The buyers have less negotiating leverage regarding the existing property conditions.
- The sellers can honestly disclose everything about their home, reducing their liability for disclosure so they are less likely to be sued by unhappy buyers.
- The homes usually sell faster thereby saving you time and money and the ability to move on to your next listing.

Certified Move In Ready Inspections virtually eliminate emotionally and financially draining renegotiations.

Work Smarter, Not Harder. Call today to set up your Certified Move In Ready Inspection (877) 545-6639. Let us help you make more money!



Sincerely,

Michael Musgrave – Owner/Inspector
Judee Musgrave – Owner/Manager
ALLIN Home Inspections, Inc.
877-545-6639

www.allinmoveinready.com

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Sample Yard Sign

