



## National Association of Certified Home Inspectors NACHI Move In Certified Program

### Advantages for the Realtor



You can recommend me, a NACHI certified home inspector instead of being at the mercy of the buyer's inspector.  
Your sellers can schedule the inspection at their convenience, direct with me, with little effort on your part.

Your sellers can assist me during the inspection, something not normally done during a buyer's inspection.

Your sellers can have me correct any misstatements in my report before I generate them.

My reports help sellers see their home through the eyes of a critical third-party, thus making sellers more realistic about the asking price.

I will alert you to any immediate safety issues I find before other agents and potential buyers tour the homes I inspect.

Repairs made ahead of time might make your listings show better.

My reports provide third-party, unbiased opinions to offer to potential buyers.

My reports can be used as marketing tools to help sell homes.

My reports might relieve prospective buyer's unfounded suspicions, before they walk away.

Seller inspections eliminate buyer's remorse that sometimes occurs just after an inspection.

Seller inspections reduce the need for negotiations and 11<sup>th</sup> hour renegotiations.

Seller inspections relieve you of having to hurriedly procure repair estimates or schedule repairs

My reports might encourage buyers to waive their inspection contingencies.

Your deals are less likely to fall apart the way they often do when buyers' inspections unexpectedly reveal problems, last minute.

My reports provide full-disclosure protection from future legal claims.

### Advantages to the Seller

The seller can choose a NACHI inspector instead of being at the mercy of the buyer's choice of inspector.

The seller can schedule the inspection at the seller's convenience.

The seller can assist the inspector during the inspection, something not done during a buyer's inspection.

The seller can have the inspector correct any misstatements in the inspection report before it is generated.

The report can help the seller realistically price the home if problems exist.

The report can help the seller substantiate a higher asking price if problems don't exist or have been corrected.

A seller inspection reveals problems ahead of time which:

Might make the home show better

Gives the seller time to make repairs and show the repair estimates or paid invoices

Removes over-inflated buyer procured estimates from the negotiation table

*Note: All realtor mentioned advantages can also become advantages to the home seller and vice versa. Realtors - print this document out for clients or add a link to your website.*

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