



MARCH 2008 NEWSLETTER

Seller Inspections: Streamline Real Estate Transactions

Seller inspections (sometimes referred to as pre-listing inspections) are becoming more popular because they virtually **eliminate the pitfalls and hassles** associated with waiting to do the inspections until a buyer is found. In many ways, waiting to schedule inspections until after a home goes under agreement, is too late. Seller inspections are arranged and paid for by the seller, usually just before the home goes on the market. The inspector **works for the seller** and generates a report for the seller. The seller then typically makes multiple copies of the report and shares them with potential buyers that tour the home for sale. **Seller inspections are a benefit to all parties in a real estate transaction.**



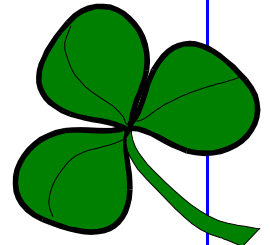
Advantages are:

- Choosing a **certified ASHI / NACHI inspector** rather than be at the mercy of the buyer's choice of inspector.
- Scheduling at the **seller's convenience** with little effort on the part of the agent.
- Alert the seller of any items of immediate personal concern, such as radon gas or active termite infestation. **Agents are alerted** to any immediate safety issues found, before other agents and potential buyers tour the home.
- Because the report provides a third-party, unbiased opinion to offer to potential buyers it can help **realistically price the home** if problems exist or **substantiate a higher asking price** if problems don't exist or have been corrected.

A seller inspection reveals problems ahead of time which:

- gives the seller time to make repairs and shop for competitive contractors.
- permits the seller to attach repair estimates or paid invoices to the inspection report.
- removes over-inflated buyer procured estimates from the negotiation table.

- making repairs might make the home show better.
- provides the ultimate gesture in forthrightness on the part of the seller.
- might relieve a prospective buyer's unfounded suspicions, before they walk away.
- might encourage the buyer to waive the inspection contingency.
- makes deals less likely to fall apart when a buyer's inspection unexpectedly reveals a problem at the last minute.
- provides full-disclosure protection from future legal claims.
- clean reports can be used as marketing tools to help sell the homes and reports hosted online entice potential buyers to tour the homes.



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In Case of Emergency

We don't like to think about personal tragedies, but terrible things do happen, and it makes sense to be prepared. That's where the Next of Kin Registry (NOKR) comes in.

The NOKR was established as a **free tool for family emergencies** as well as national disasters, serving as an emergency contact system to help if you or your family member is missing, injured or deceased. NOKR provides a free, proactive service to store your emergency contacts, next of kin and vital medical information that could be critical to emergency response agencies.

Simply enter your name, address and contact information. Then, enter your emergency contact information. Stored information is secure and accessible only by federal, state and local agencies that have registered with NOKR.

NOKR in its ongoing mission to serve the public will be adding many new dynamic features to enhance this service for both the public and emergency agencies over the next several months. Some of these features include:

- Pet Registry (Do you have pets at home, how many, type?) this service will be integrated into the emergency contact registry.
- Public Missing Persons Search Engine/Registry (This registry will be populated by the public and agencies seeking to find family and contacts for the missing). This search engine will be keyword sensitive, with photo's, identifying characteristics like tattoos, birthmarks, scars, height, weight, etc.
- Current related news around the world.
- Update and modify your emergency contacts.

For further information or to register, visit:

<http://nokr.org/nok/restricted/home.htm>



May the luck of the
Irish be with you in all
of your Real Estate
Transactions!



ASK THE INSPECTOR

How can I repair a window that has been painted shut?

Erick's Response:

Sometimes a few simple steps are all it takes to unstuck a window that is painted shut. First, you can save yourself a lot of time and energy by carefully checking to make sure the sash hasn't been nailed to the frame, or blocked in place.

- If it hasn't, you'll need to cut away the paint at the edge of the sash. You can use any sharp knife, but a pizza cutter does an especially neat job. Be sure to work gently to avoid breaking the glass, and wear eye protection just in case.
- Run the knife all the way around the sash. If that doesn't free it up, force a putty knife as far in as it will go.
- If it's still stuck, tap a block of wood against the frame at several points. Don't hit the sash.
- As a last resort, use a thin pry bar to push up at the edge of the window, on alternating sides.

And if you need to re-paint your windows, you can easily keep them from sticking just by opening and closing them a few times as they dry.

Happy Saint Patrick's Day!