

# PRESS RELEASE

Release Date: ASAP

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## GETTING AN INSPECTION ON A HOME BEFORE IT GETS PUT ON THE MARKET WILL EASE THE HOME SELLER'S FRUSTRATION WITH THE SALES PROCESS

There is a lot of frustration associated with selling a home in today's real estate market. Prices of homes are down, there's the 'mortgage crunch', and there are a lot of homes on the market as well. Home buyers are definitely in the 'driver's seat'!

"But one easy and inexpensive thing the home seller can do to get their house sold quicker, with less hassle and often times for more money, is to get an inspection on the home before they list it for sale", *Joe Dudek* of *1<sup>st</sup> Choice Home Inspections* said. It's much better for the home seller to understand the issues with the house and deal with them before the buyers arrive in order to increase the chances of the sale moving forward. Potential home buyers want to purchase a home that is in tip-top shape, no matter the age of the home. There is one secret all home sellers need to know; home buyers make their decision to purchase a home based on emotion and then they justify their decision with logic."

And another thing equally true: home buyer's can fall out of love with a home just as quickly as they fell in love with it. So why allow a buyers inspector to develop a laundry list of issues with the home and potentially jeopardizing the sale of the property? That's why having an inspection on the home before you put it on the market makes complete sense.

A **Pre-Listing Home Inspection** will not only reveal the issues the seller needs to be aware of, but it gives the seller time to obtain multiple bids for the work that needs to be done and to select the best contractors at the best price.

Best of all, having the inspection done before showing the home will make the home more marketable; in better condition for viewing, and help the seller attain the maximum selling price.

"The intent of our **Pre-Listing Inspection** is not to find the \$200 problems; it is to find the \$2,000 problems. These are the things that affect people's decision to purchase," Joe said. "These types of problems are generally unknown to the seller and they can be deal breakers".

A home inspection, done by a professional home inspector, is a thorough, in-depth visual examination of the structure and operating components of the home. It includes such components as landscaping effects on the foundation, structural components, roofing, chimneys, gutters and downspouts, siding and trim, attics, plumbing, electrical, heating, interior rooms, and the condition of the basement or crawl space.

"I understand that a seller doesn't want to hear any bad news", Joe said. "But they have to realize that no home is perfect, and as soon as they understand that, they are on the way to making their home more Marketable. Remember, making your home the most Marketable, it can and should be their number one goal. That's why I recommend having a **Pre-Listing Home Inspection** done up front."

*1<sup>st</sup> Choice Home Inspections* is located in *Naperville, Illinois* and can be reached at **630-904-9296**. The company offers: **HOME** Inspections, **RADON** Testing, **TERMITE** Inspections, **MOLD** Inspections, **MOLD ASSESSMENTS**, **LEVEL I MOLD REMEDIATION**, **AIR QUALITY** Testing, **ALLERGEN** Screening, **ASBESTOS** Testing, **LEAD PAINT** Testing, **PRE-LIST** Inspections, **DRVIT (EIFS)** Inspections, **LAWN SPRINKLER** Inspections, **POOL/SPA** Inspections, **WARRANTY** Inspections, **NEW CONSTRUCTION** Inspections, **ANNUAL TUNE-UP** Inspections, **NEW CONSTRUCTION PHASE** Inspections, **FREE** Verification of Repairs