

Bullseye Bulletin

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Importance of Pre-Listing Inspections



Most **BUYERS** wouldn't consider purchasing a home without first getting a home inspection completed on their potential home. However, more and more **SELLERS** are finding value in a Pre-Listing Inspection prior to listing their home for sale. The added value far offsets the cost of the inspection in many cases. Below are a few reasons to consider a Pre-Listing Inspection if you are considering selling your home.

- 1.) **Uncover Issues Early.** Most buyers agents use the home inspection report to negotiate the price down for issues found during the inspection. By identifying the issues before you list, you can choose to fix the issues in advance, or at the very least, not be caught off guard by requested repairs or price concessions.
- 2.) **More Accurate Pricing.** Knowing the condition of your home in advance of listing allows you and your realtor to accurately price the home to ensure you are competitive in your pricing and helping creating a quicker, smoother sell.
- 3.) **Gain Leverage in Negotiations.** Being prepared gives you the upperhand in negotiations. Knowing the condition, cost to repair, etc., allows you to negotiate from a position of knowledge, not guessing as to what repairs need to be accomplished and at what cost.

There isn't a perfect home and nearly all home inspections uncover issues with the property the buyer didn't know about or forgot about. Leaving money on the table for fixes that could have been accomplished in advance can be frustrating to the seller. If you know about an issue and choose not to fix it, at least you will not be caught off guard during the selling process. Knowledge is power and knowledge can be gained from a Pre-Listing Inspection.

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