



The Hawkeye Companies Inc.  
P.O. Box 41, Marblehead, MA 01945

Phone (781) 676-3000  
www.HawkeyeInspectors.com

# The Pre-Listing Inspection Advantage

**Why Smart Sellers Order an Inspection Before They List — Presented by Hawkeye Inspectors**

## What Is a Pre-Listing Inspection?

A pre-listing inspection is a full home inspection ordered by the **seller** before the property goes on the market. Hawkeye Inspectors performs the same comprehensive evaluation we do for buyers — covering all major systems and components of the home — so the seller knows exactly what buyers will find.

## Why Should Your Seller Consider It?

As their listing agent, recommending a pre-listing inspection positions you as a proactive, knowledgeable professional — and it significantly reduces transaction risk for everyone involved.

## For the Seller

### **No surprises during the buyer's inspection.**

Sellers who discover issues during the buyer's inspection are negotiating from a position of weakness — often under contract deadlines and emotional pressure. A pre-listing inspection gives sellers time to repair items on their own terms, often at a lower cost than post-offer credits.

### **Control over the narrative.**

Instead of a buyer's inspector presenting a list of "defects," the seller can proactively disclose repaired items and demonstrate transparency. This builds buyer confidence and reduces the likelihood of cold feet.

### **More accurate pricing.**

When a seller knows the true condition of their home, they and their agent can price it more accurately — avoiding overpricing that leads to price reductions, or underpricing that leaves money on the table.

### **Faster, cleaner closings.**

Transactions that have already addressed major issues are less likely to fall apart after an offer is accepted. Fewer surprises means fewer re-negotiations and fewer failed deals.

## For the Agent

- Fewer deals falling apart after the offer stage
- Better-prepared sellers who understand their home's condition
- A stronger listing presentation — you can market the home as "pre-inspected"
- Faster time to close with fewer contingency headaches
- A differentiator in your listing pitch: *"I work with a trusted inspection team that can evaluate the property before we go live"*

## How It Works

1. **Schedule with Hawkeye Inspectors** — we'll coordinate directly with the seller
2. **Full inspection is completed** — same scope as a buyer's inspection
3. **Report delivered within 24 hours** — the seller receives a detailed, photo-rich digital report
4. **Seller decides what to repair** — with time to get multiple contractor quotes and complete work before listing
5. **Disclosure is strengthened** — the seller now has documented evidence of the home's condition

## What's Included

Every Hawkeye pre-listing inspection covers:

- Roof, gutters, and drainage
- Exterior, siding, and grading
- Foundation and structure
- Electrical system
- Plumbing and water heater
- HVAC (heating and cooling)
- Attic insulation and ventilation
- All interior rooms, windows, and doors
- Attached garage

## The Cost vs. The Alternative

Scenario	Typical Outcome
Buyer discovers major issue during inspection	Emergency repair credit, price reduction, or deal collapse
Seller discovers same issue before listing	Time to repair at market rate, no pressure, no negotiation leverage lost
Pre-listing inspection fee	Fraction of the cost of a post-offer repair credit

A pre-listing inspection typically costs far less than the post-offer concessions sellers make when buyers discover problems first.

## Schedule a Pre-Listing Inspection

 **781 676 3000**

 [www.hawkeyeinspectors.com](http://www.hawkeyeinspectors.com)

 [Info@hawkeyeinspectors.com](mailto:Info@hawkeyeinspectors.com)

 **Book now:** [www.hawkeyeinspectors.com/booknow](http://www.hawkeyeinspectors.com/booknow)

*Serving Massachusetts & New Hampshire | Reports Delivered Within 24 Hours | Licensed & Insured*

*Contact us to discuss how Hawkeye Inspectors can support your listings and your clients.*

*Hawkeye Inspectors | Massachusetts & New Hampshire*