



Your Property Inspection Experts

Using a Pre-Listing Inspection to Differentiate Your Listing

"Rod was very thorough. He was knowledgeable and took the time to answer all the questions we had! We will be recommending him to people we know"

M&K Durand

About Baseline Inspections



Rodney MacGillivray,
Registered Home Inspector

Baseline Inspections offers Pre-Purchase, Pre-Listing, Pre-Delivery New Home Inspections, and 1st Year Warranty Inspections. With over 1,500 properties inspected in Kitchener, Waterloo and surrounding areas, Baseline is a trusted provider of home inspections.



Pre-listing Inspections

A Pre-Listing Inspection is a proven way to help differentiate your listing and attain your maximum selling price. Performed before putting your property on the market, the Pre-listing Inspection provides you with full details of any current or potential problems areas with your property. Armed with this information, you have the option to:

- Resolve issues before starting your listing
- Show your property in the best possible condition
- Increase the marketability of the listing
- Drive to your maximum selling price

Differentiate Your Listing

A Pre-listing inspection is a powerful way to differentiate your listing with buyers.

- Raise buyer confidence in your listing. The pre-listing inspection is an independent report prepared by a Registered Home Inspector, providing full disclosure on the current condition of the property.
- Increase the perceived value of your property. Buyer's are generally willing to pay more for quality and excellence - just like when you consider a "certified pre-owned vehicles" from a car dealer.

Put More Money in Your Pocket

When you know about needed repairs on your property before you list, you have the opportunity to consider which option will maximize your net proceeds, and fit with the time you have available to commit.

Armed with details of any recommended repairs, you may choose to:

- Perform some repairs yourself.
- Get multiple quotes and pick the most appropriate contractor for a repair, without the time pressure of an offer or close date.
- Provide repair estimates to potential buyers, if you choose not to perform the repair.
- Avoid rush charges that can occur if you end up committing to complete a repair as a condition of closing.

Help Reduce Your Time to Sell

Selling a property can be a very intense and emotional experience. Performing a pre-listing inspection is an important way to making this a more predictable process:

Reduce possible delays in the selling process. The pre-listing inspection is a check-point to validate your asking price before listing, and decide on a strategy for any recommended repairs.

Reduce the probability of "emotional decisions" of a buyer. When a buyer is aware of needed repairs in advance of making an offer, it helps reduce the risk of a buyer's inspection that discovers issues that cause an emotional response, including a price negotiation or a lost deal.

Make it easy for a buyer to estimate repair costs. If you choose not to perform a recommended repair, providing a contractor estimate reduces the "unknowns" for the buyer, and provides them with an immediate cost that can be validated before preparing an offer.



The Pre-listing Inspection Process

The Baseline Pre-Listing inspection process provides you with both valuable one-on-one time with your Registered Home Inspector, and provides you with multiple resources and selling tools.

Onsite Inspection. You'll join us for a visual inspection of the structure and systems of your home to find items that are not performing correctly or items that are safety hazards. During this 2-3 hour process, we will inspect all readily accessible systems and components of the home including:

- Structure
- Roof
- Electrical
- Interior
- Exterior
- Plumbing
- Heating & Air Conditioning
- Insulation & Ventilation

It is important to keep in mind that all homes (even new construction) have problems, and that every problem has a solution. Solutions can vary from a simple fix to a major expenditure, but the bottom line is that the pre-listing inspection arms you with this information to make decisions before you list.

Professional Inspection Report. You'll receive a presentation binder that includes your computer-generated inspection report, prepared in accordance with the standards of the Ontario Association of Home Inspectors. Complete with color digital photos, the report includes a General Summary and detailed inspection sections that clearly communicate any issues.

"Rod explained everything in a way that I could understand. He also answered questions in a polite and knowledgeable manner."

J. Forsythe

"Rod did a great job of explaining things in detail and answering our questions. We were never rushed, and felt Rod was genuinely intent on helping."

J&K Hynes



Online Inspection Report. Share your inspection report with your listing agent, contractors, or potential buyers. You'll be provided secure online access to your report, along with the option to make your report publicly available.

Summary Sheet. This one page summary provides a buyer with the highlights of the systems and components of your property (e.g. type of heating system, roof covering, plumbing supply, electrical details), along with any important comments about the house.

