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## **UNDERSTANDING BOTH SIDES OF A HOME INSPECTION** *Get Involved In The Process To Maximize Your Investment*

**ST. LOUIS, MO (September 19, 2011)** – The nature of home inspections is changing. In today's competitive real estate market, a growing number of sellers are employing the expertise of professional inspectors before they put their home on the market, bringing peace of mind to the buyer – and giving the seller a competitive advantage. To maximize the benefits of an inspection, both parties must possess a thorough understanding of the process.

“Although they are not required by law, savvy sellers and buyers alike should invest in home inspections,” said Jim Dohr, president of Coldwell Banker Gundaker. “A property that is inspected in advance validates the seller's asking price and gives buyers confidence in the quality of the home.”

- **Share the costs.** It is possible that city building codes have changed since the home was last on the market. If certain aspects of the home's structure or systems are out of date, the buyer and seller may want to share the costs of updating and repairing any flaws before closing.
- **Tag along.** Provided the inspection has not already taken place, ensure that you are an active participant in the process. The inspector can explain the home's systems and how they operate, which is important because the inspection process can cover a checklist of more than 300 items. Seek advice on how to use and maintain the home's equipment so that you can keep it in tip-top shape.
- **Protection post-purchase and post-sale.** Properties listed with a home warranty have a better chance of selling faster and with a smoother closing process. Warranties like Coldwell Banker's Home Protection Plan offer the buyer added protection and protect the seller against mechanical system or major built-in appliance break down.

Coldwell Banker Gundaker, the leading residential real estate brokerage company in St. Louis, operates more than 20 offices with nearly 2,000 sales associates serving metropolitan St. Louis and east-central Missouri. Coldwell Banker Gundaker is part of NRT LLC, the nation's largest residential real estate brokerage company. NRT, a subsidiary of Realogy Corporation, operates Realogy's company-owned real estate brokerage offices. For more information, please visit [www.cb Gundaker.com](http://www.cb Gundaker.com). For more information, please visit [www.cb Gundaker.com](http://www.cb Gundaker.com).