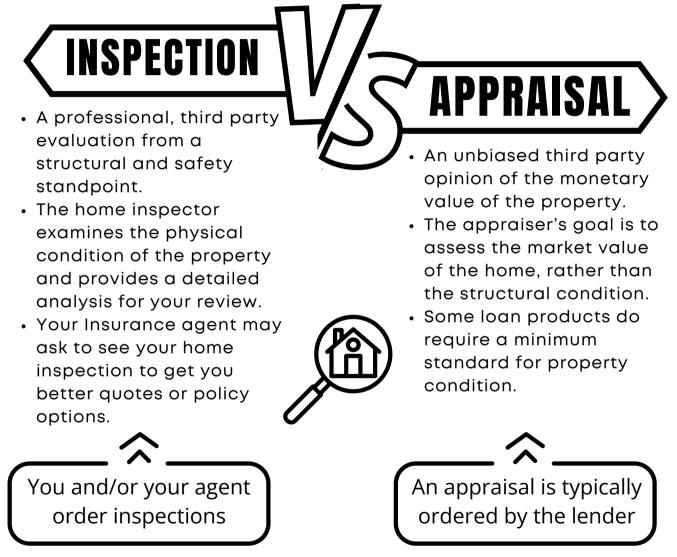
BUYER GUIDE FOR HOME ADVISORY EXCELLIENT CONTENT

Believe it or not, a home inspection and an appraisal are completely different. Yes, they both assess the property; however, inspections help determine condition, whereas an appraisal helps determine value. They both bring benefits to prospective buyers.



Costs vary depending on the types of inspections you order as well as the type of property and size of property that is being evaluated. Both must be paid for upfront, whether you purchase the home or not. Set aside at least \$1200 minimum to cover both.

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\langle TIPS FOR YOUR HOME INSPECTION angle

- □ Hire a qualified inspector with good reviews
- Understand what is covered in the inspection
- \square Get all your inspections done within the contingency period
- □ Attend the inspection to see any concerns firsthand
- Allow the inspector to inspect without interruption
 - Ask questions and take notes during the inspection
- Discuss repairs or price adjustments with your agent
- Get at least three quotes for any repairs
- Decide if any discovered issues are deal-breakers
- □ Focus on major issues like structural integrity, roof condition, electrical and plumbing systems (cost-heavy repairs)

TIPS FOR YOUR APPRAISAL

- □ Use the appraisal to confirm you're making a sound investment
- Review the appraisal report to ensure the agreed price is in line with the home's value
- Be prepared to renegotiate or make decisions if the appraisal comes in lower than the offer price.
- Understand that a higher-than-offer appraised value gives you instant equity.

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