



order AN INSPECTION

During the inspection period, you and your agent will schedule a home inspection with a reputable home inspector to do a thorough investigation of the home. Once this is complete, the inspector will provide you with a list of their findings. You can take the issues as-is or request the seller to address some or all of the findings. Our agents work with you throughout this process, and are able to provide a professional network of skilled tradesmen for further evaluations if needed.

negotiate FINAL OFFER

Issues typically arise after the home inspection, and those issues tend to result in another round of negotiations for credits or repairs. Your Realtor is a good source for guidance, such as:

1. Ask for credit for the work that needs to be done.

Likely, the last thing a seller wants to do is complete inconvenient, messy repair work while they are preparing for their next move.

2. Think “big picture” and don’t sweat the small stuff.

A tile that needs some caulking or a leaky faucet can easily be fixed. Repairs are still up for negotiation and perhaps a small credit would help with closing costs.

3. Keep your poker face.

The seller’s Realtor may be present during the home inspection and revealing your comfort level with the home could come back to haunt you in further discussions or negotiations.