

## RECOMMENDED RESPONSE TO HOME INSPECTION NEGOTIATIONS

Based on 45+ years combined experience and successfully representing 500+ sellers we have developed a recommended protocol for our sellers in response to home inspection repair demands. Typically, this is a stressful but unavoidable part of the home selling process. Our goal is to educate you on what to expect and help you be better prepared.

Usually the home inspection addendum will give the parties 3-6 days to negotiate in writing any repair demands from the purchaser. Upon receipt of their addendum, here is our recommended response protocol and time line.

Day 0 – Upon receipt of the home inspection addendum and report from the purchaser’s agent, we will immediately forward it to you. It is normal for sellers to initially react emotionally and be unhappy. We recommend not immediately discussing the addendum, but instead we have found it wise to think about it for a day.

Note –It is our standard operating procedure to contact the purchaser’s agent and inquire if their client has any strong preferences and/or room to compromise. We will share this information with our sellers the next day. This information is very useful for the creation of a response.

Day 1 – Usually sellers begin to think about things calmer and more rationally, finding some possible solutions. We will call to review the repair list and discuss the full range of options without being directive. We will answer all questions and make requested recommendations.

Day 2 – After establishing our seller’s desired response, we will make necessary changes to the addendum and obtain our seller’s signatures and/or initials. Then, we send the addendum back to the purchaser’s agent.

The purchaser can now accept, counter, or reject the seller’s counter offer.

It is recommended that our sellers not focus on small issues possibly leading to the purchasers voiding the contract. Usually these same issues will come up with the next purchaser’s contract and their home inspection report/addendum. In the business, when this happens, we call this “buying your house back” for an amount of money that in the end will be considered insignificant.

Be aware, you have time to make the agreed upon repairs. They need to be completed by the purchaser’s final walk through inspection, which is usually 24-48 hours before closing.