

## **STEP 11 to Selling Your Home**

### **Buyer's Home Inspection**

The home inspection usually occurs within 10 days after the contract is accepted.

The buyer will schedule the inspection and their Broker will inform me of the day/time, I'll check to be sure the home inspector has a current 'active' license with the State. Most inspectors do not work evenings or weekends so usually the inspection takes place during a week day. It's important that the home inspection occur quickly as it often takes the inspector 1-2 days to write the report after the inspection. Sellers should not be present for the home inspection. Instead, it's a time for the buyer and the buyer's Broker to be alone in the property with the inspector. For condos, plan to be gone for 2 hours. For single family homes, the inspection can take 3 – 4 hours depending on the size of the home. The home should look just like it did for the showings with beds made, dishes put away, pets out of the home, etc. (This is the 3<sup>rd</sup> time we need to 'sell' your home...1<sup>st</sup> was to the Broker/Realtor, 2<sup>nd</sup> to the Buyer, 3<sup>rd</sup> Home Inspector & 4<sup>th</sup> to the appraiser).

After the inspection, the inspector will write the inspection report. Then the buyer will need to review the report and the buyer's Broker will ask us for any credits or repairs the buyer wants. We'll then negotiate these items back and forth and, hopefully, come to an agreement. If major problems are found during the inspection, the buyer does have the right to walk away from the deal and the earnest money will be returned. Otherwise, if we're able to come to an agreement the sale will proceed. Any agreed upon repairs need to be completed prior to the final walk through which usually occurs 5 days before closing. Receipts may be requested to be provided to the buyer showing the required work was completed and paid for in full prior to the walk through.