



The Home Inspector With a Heart

Hello Three River Agents,

This is an interesting time to be a real estate agent. Many of the older experienced agents remember times gone by when there were challenges and frustrations whether from lack of inventory, mortgage crunch, crazy rates, etc. Some challenges lasted longer than others, but in the end, we were all a bit stronger and learned some lessons along the way.

One of the challenges today in this market is the “Waive the Home Inspection” option when presenting an offer for a buyer. The limited amount of inventory is giving buyers the idea that if they waive the inspection, their offer will be better received by the sellers. This is a no brainer, for the seller. Of course, it will be better received by a seller. Which seller wouldn’t accept an offer that could possibly save them some money?

The bigger question is answered in two parts. First, potential liability on the buyers for immediate or long-term repairs after buying a home without an inspection, and second, liability for the buyer agent that didn’t protect themselves with a strong document stating that they recommended an inspection, but the buyers insisted on waiving the inspection. The second part is easier to handle. Seriously inform the buyers of the risks involved but you are released from any liability with this document.

The first part is a bit trickier and would clearly depend on each buyer’s situation. Suppose the buyer is a contractor and has a very good working knowledge of a home and its components? Or suppose he has a tradesman line of relatives or friends? Fine, great, he knows what he’s doing for the most part, and will be good going forward. But what if the buyer is a desk jockey at some office somewhere and doesn’t know which end of a hammer to use? Or what if it’s a first-time buyer couple, just married, saving every penny to buy their first home? That is a very different story. Waiving the inspection could be a very costly financial decision.

So, I realize every transaction and sale is important, but when you stop and think about it, what is the real goal of a real estate sale? I think that the goal

should be to do everything possible to make that buyer have the very best experience they have ever had while buying a house. Why? Because if that happens, they will refer you over and over and over again for years to come. That is what is called smart business.

We have been inspecting for many years and we are always happy when a past client uses us again or refers us to their children or co-workers. That's a trust that is super valuable.

Here's a final tip for you. If the buyer insists on waiving the inspection, they could still get an inspection after they close. That would help them to learn exactly what they just bought and help set priorities of what to address first. Hoping your spring is successful and leads to a top producing year.

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