

Deal or No Deal? How Inspections Can Tip the Scale

While SLS Home Inspections finds many homes that have a small number of items in need of repair, quite often there are things that make absolutely no sense and actually can continue to cause damage to many parts of the home. Damage that can be expensive to repair. In some cases, these repairs can place the buyers or sellers into a financial mess with expenses above what they can handle. Obviously, the buyers can request a repair from the sellers through their agent, but there's no obligation for the sellers to agree to any repairs, as we all know.

The best analogy I can give is that the pool of buyers that have the ability purchase to any certain priced home is limited. Imagine that pool of buyers filled into a cherry pie pan. They are all the buyers able to buy a specific house. The best-case scenario is that as many buyers as possible remain in the pie pan to compete for that home.

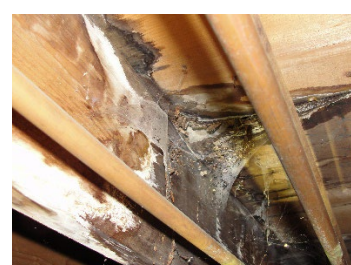
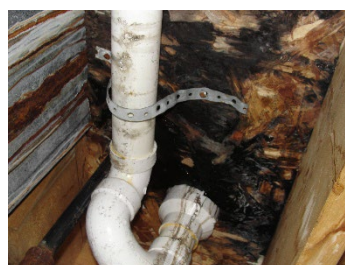
Now, imagine a buyer getting a buyer's inspection and finding any of these issues or more, and having to decide whether to stay in the pie pan or jump out and keep looking. It makes it really tough for you as the agent to help them determine the best course of action to take. Things like, "Mr. Buyer, do you have trade skills or know any tradesmen that could tackle any issue?" Or have you ever owned a home before? Or how prepared are you to complete any repairs while also trying to live in the house?

I'm sure you all have handled transactions like this and have many more questions you could add to this list, but that's what an inspection can help your buyer do, make an informed decision based on facts and their own specific situation in that house.

Our job is to observe and report, that's all. We don't advise buyers on whether or not they should buy the house, is it worth the price, will it go up in value, would I let my mother buy the house? That is not our job, so we remind them at the beginning of the inspection about these questions, just so it's not awkward later on.

Give us a call at 815-644-6271 to experience the SLS Home Inspections difference.

Here are just a few examples of these items





Scott Seaton
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