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REAL ESTATE PROFESSIONALS
248.733.5812

WHAT TO KNOW ABOUT HOME INSPECTIONS

A Buyer & Seller's Guide to One of the Most Important Steps in Real Estate



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INTRODUCTION



A home inspection is one of the most important steps in any real estate transaction. It’s not just about spotting problems—it’s about gaining a clear picture of the home’s condition so buyers, sellers, and agents can make smart, confident decisions.

For buyers, the inspection acts as a safeguard against unexpected repairs and hidden issues. For sellers, it’s a way to anticipate concerns, avoid surprises, and keep a deal on track.

A good inspection provides:

- **Peace of mind** knowing what you’re buying or selling.\
- **Negotiating power** if repairs, credits, or price adjustments are needed.
- **A maintenance roadma**p for future upkeep.

Think of the inspection as the foundation of trust in the transaction. The more you know upfront, the smoother the process will be.

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WHAT'S TYPICALLY COVERED IN AN INSPECTION

Standard inspections are designed to give a comprehensive overview of the home's condition. While inspectors don't open up walls or dismantle systems, they provide detailed insight into all accessible areas.

You can expect the report to cover:

- **Roof & Attic:** Condition of shingles, flashing, gutters, ventilation, signs of leaks or damage.
- **Foundation & Structure:** Cracks, settlement, drainage problems, or structural shifts.
- **Plumbing:** Visible pipes, fixtures, water pressure, and potential leaks.
- **Electrical:** Outlets, wiring safety, breaker panel, and grounding.
- **Heating & Cooling:** Furnace, air conditioner, ductwork, and general efficiency.
- **Exterior Elements:** Siding, windows, doors, decks, and steps.
- **Interior Surfaces:** Walls, ceilings, floors, insulation, and stair railings.
- **Built-in Appliances:** Where applicable, tested for basic function.

💡 **Pro Tip: Review the inspector's sample reports before hiring. It shows you their level of detail and how easy the information will be to understand.**

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WHAT'S NOT INCLUDED (WITHOUT ADD-ONS)

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It's just as important to know what a home inspection doesn't cover. Many areas require separate, licensed professionals for full evaluation.

Typical exclusions include:

- Sewer or septic lines
- Radon testing
- Termite or wood-destroying insect inspections
- Mold and asbestos testing
- Chimney flue (Level 2) inspections
- Pools, spas, and specialty systems
- Well water testing

These areas fall outside the scope of a general home inspection but can be critical for your decision-making.

💡 **Pro Tip:** If you're considering a rural property, an older home, or one with unique features, budget for extra inspections early in the process.

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ADD-ONS WORTH CONSIDERING



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Add-on inspections are optional—but in many cases, they can save you from costly surprises down the road. Here are some of the most valuable extras:

- **Sewer Scope:** Essential for older neighborhoods or homes with large trees near the sewer line. Repairs can cost thousands if unnoticed.
- **Radon Testing:** A simple test for an invisible but serious gas. Important for homes with basements or in high-radon areas.
- **Termite/Wood-Destroying Insects:** Especially important in wood-framed homes and regions prone to pest activity.
- **Chimney/Fireplace:** Safety inspections are a must if you plan to use fireplaces regularly.
- **Well & Septic Systems:** Rural properties often rely on these systems, which require specialized testing.

💡 Even if the home looks perfect, unseen risks can create long-term costs. Spending a few hundred dollars now can protect you from thousands later.

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HOW SELLERS CAN PREPARE FOR SMOOTH RESULTS

For sellers, an inspection can either reassure the buyer—or raise red flags. A little preparation goes a long way:

- **Ensure all utilities are turned on and working.**
- **Replace batteries in smoke and CO detectors.**
- **Clear easy access to attics, crawlspaces, electrical panels, and mechanical systems.**
- **Label keys, remotes, or special systems (like garage doors or sprinkler controls).**
- **Gather receipts or documentation for recent repairs and maintenance.**

💡 **Pro Tip:** Some sellers even opt for a pre-listing inspection to uncover and fix issues before hitting the market, making the home more appealing to buyers.

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HOW BUYERS SHOULD PREPARE

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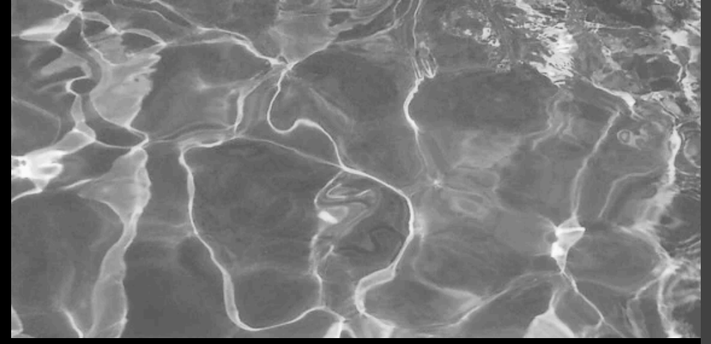
As a buyer, showing up informed and engaged makes the inspection process far more valuable:

- Confirm inspection contingency deadlines so you don’t lose negotiating power.
- Attend the summary walkthrough if your inspector allows—it’s much easier to understand issues in person than on paper.
- Bring a list of top questions or concerns (age of roof, HVAC condition, basement moisture).
- Review the report within 24–48 hours so you have time to act on needed repairs or credits.

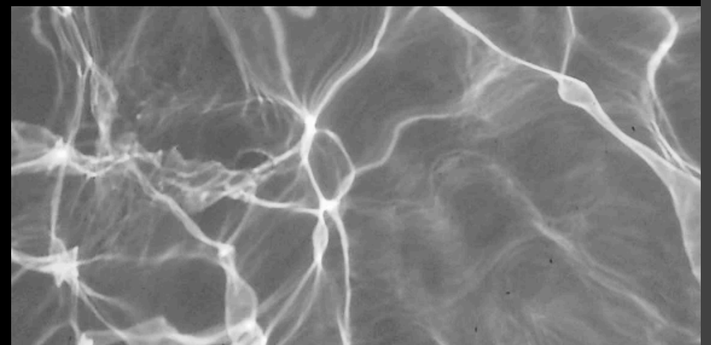
💡 **Mindset Tip:** The goal isn’t to find a perfect home. It’s to know what you’re buying and decide what’s acceptable for you.

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HOW TO USE THE REPORT



Once the report is in hand, it’s time to sort through the findings. Not every item needs to be fixed immediately—so prioritize.

- **High Priority:** Safety hazards, structural integrity, electrical/fire risks, water damage.
- **Medium Priority:** Comfort, efficiency, or aging systems (older furnace, worn roof, insulation gaps).
- **Low Priority:** Cosmetic updates or small repairs that can wait.

Your negotiation options include:

- **Requesting the seller to complete repairs.**
- **Asking for a credit at closing.**
- **Negotiating a price reduction.**

💡 **Pro Tip**: Focus on what matters most—health, safety, and big-ticket repairs. Don’t nickel-and-dime the small stuff or you risk losing goodwill in negotiations.

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FINAL THOUGHTS

A home inspection doesn’t “pass” or “fail” a property—it simply gives you the clarity you need to make confident choices. For buyers, it’s a shield against unexpected expenses. For sellers, it’s an opportunity to showcase transparency and readiness.

The key is preparation: knowing what’s covered, investing in the right add-ons, and using the results strategically.

📩 **Need help finding trusted inspectors or want our “Home Inspection Prep Checklist”?** Reach out today—we’ll make sure you’re set up for a smooth inspection and a confident closing.



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