

THE INSPECTION RESULTS ARE IN... Now WHAT?

Now It's Time to Review, Evaluate & Respond. ♡



YOUR CONTRACT SETS THE RULES

The inspection request and response process depends on the type of sales contract and its specific terms.

STANDARD CONTRACT



The contract establishes timelines and procedures for buyer requests and seller responses and provides guidance regarding defective items.



AS-IS CONTRACT

The buyer generally has an inspection period during which they may evaluate the property and, subject to the contract terms, cancel within that period. Buyers may still request repairs or credits—even though the contract is “As-Is.”



DEADLINES MATTER.

Missing a contractual deadline can have significant consequences.

I'll help track the dates, explain the process, and keep you informed about items requiring your attention.

WHEN THE BUYER'S REQUEST ARRIVES



REQUEST
RECEIVED



YOU REVIEW &
MAKE NOTES



WE DISCUSS
TOGETHER



PRIORITIZE
THE ITEMS



EVALUATE
THE OPTIONS



PREPARE OUR
RESPONSE



BEFORE WE TALK...

Take time to review the buyer's request and make notes about your thoughts, questions, and concerns. This will help us have a productive conversation about the best response strategy.

WHAT ARE OUR OPTIONS?

Depending on your contract and circumstances, potential responses may include:



AGREE TO REPAIRS

Complete some or all requested work.



OFFER A CREDIT OR CONCESSION

When contractually permissible and agreeable to both parties, provide an agreed-upon amount at closing rather than completing certain work.



NEGOTIATE

Work with the buyer toward mutually acceptable terms.



DECLINE CERTAIN REQUESTS

Depending on the contract, declining requests may affect the buyer's rights and the future of the transaction.



EVERY RESPONSE CAN HAVE CONSEQUENCES.

Let's Understand Them Before We Decide.

The goal is to make an informed decision—not simply react to the inspection report.

FROM AGREEMENT TO COMPLETION



REPAIRS

Agreed-upon work should be completed within the required timeframe and before the applicable final walkthrough or reinspection.



CREDITS

Agreed-upon credits are typically handled through the closing process and reflected in the closing documents, subject to contract and lender requirements.



REINSPECTIONS

The buyer may have the right to verify that agreed-upon repairs have been properly completed.



PROFESSIONAL REPAIRS = BETTER DOCUMENTATION

**YOUR HANDYMAN SKILLS MAY BE IMPRESSIVE...
BUT THIS IS A GOOD TIME TO CALL THE PROFESSIONALS.**

Using qualified professionals for agreed-upon repairs can help reduce questions and complications later.

KEEP YOUR RECEIPTS & INVOICES!

Documentation helps demonstrate:



WHAT WORK
WAS COMPLETED



WHO COMPLETED IT



WHEN IT WAS
COMPLETED

Please send copies of repair documentation to me as work is completed.

NEED HELP FINDING SOMEONE?

I can recommend trusted professionals and, when needed, help coordinate services to keep the process moving.



REVIEW. DISCUSS. DECIDE. RESPOND. COMPLETE.

From Inspection Results to Closing Day, We'll Work Through It Together.

Inspection negotiations can sometimes create friction, but clear communication, reasonable expectations, careful attention to the contract, and thoughtful decision-making can help keep us moving toward a successful closing.



RESULTS THAT MOVE YOU.

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