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What is the Purpose of a Home Inspection?

Despite what many consumers think, the purpose of a Home Inspection is not to create a list of changes/repairs you want the Seller to make, but rather to give the Buyer the necessary information to make an informed decision regarding the purchase of that prospective property.

Regarding the Home Inspection, rather than cosmetic and personal preferences, Buyers should focus on items considered to be “Deficiencies” and/or “Health/Safety” concerns, which would typically cost the Buyer decent money (usually repairs in excess of \$1,000) to be corrected. Definitions of terms are below:

- **Deficiencies:** Items that could negatively affect the decision of a reasonable person to purchase.
 - Deficiencies will not include cosmetic items, matters of preference, or grandfathered systems or features that are properly functioning.
 - If a system is near, at, or beyond its projected life and properly functioning, such system will not be deemed a Deficiency.
- **Health/Safety:** Items that could reasonably lead to Health/Safety issues if not corrected.

During our showing/tour(s) of the property, we (Realtor and Buyer) usually find some Imperfections / Deficiencies that we are aware of when we begin our contractual negotiations. The Home Inspection provides an opportunity for the Inspector to bring Major Defects of the Property to the Buyer’s attention.

At this point, if the Buyer chooses, the Buyer can negotiate with the Seller with the intent on getting those Major Deficiencies Repaired/Replaced, or a Reduction in the Selling Price via a Credit in lieu of the Repairs. This is both Reasonable and Acceptable for the Buyer to do at this point in the transaction.

What is not considered Reasonable, however, is when Buyers hand the Inspection Report to the Seller and demand ALL ITEMS listed in the Report be Corrected or they will Terminate the Contract. If your intention for the Inspection is to pick the house apart in hopes of negotiating a better deal, you are going about the Inspection with the wrong intent. Even though I work for you and your best interests, in my opinion this practice is not right, and is not the purpose of the Home Inspection.

If the Seller cannot afford to or chooses not to have the Repairs Corrected, the Buyer has TWO options:

- Option 1: Buyer can decide to still Purchase the home with the understanding of Necessary Repairs and that the Cost to Correct them will be on the Buyer.
- Option 2: Buyer can decide the Cost of the Repairs is too much, and can then Terminate the Contract and receive their Earnest Money Deposit back.

In addition to the Major Defects, the Home Inspection Report also includes beneficial Maintenance Advice & General Knowledge of the inner-workings of the house (ie: Where the Water Shut-Off Valve is located, How to Change the Air Filter, Ages of Systems, etc). The Report can double as your Home’s Owner’s Manual. **In today’s Real Estate world, performing a Home Inspection is just plain Smart!**

Oh, By The Way... We’re NEVER Too Busy For Your REFERRALS



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Home Inspectors:

You, as the Buyer, have the right to choose any Home Inspector you want to use. If you have an Inspector, you have used previously, or have a relationship with a certain Inspector, you are free to use them, anyone you find online, as well as any Inspectors we recommend - the choice is yours.

Below are THREE inspectors that have recently done inspections on deals we have been involved in. We trust any of them to take care of your Inspection needs.

When you call to schedule the Inspection's Date/Time, make sure you ask about Cost and approximately how long it will take. In addition, it is important for you to confirm the Method of Payment ahead of time.

Once the Inspection has been completed, the Inspector will send you the Report and typically ask for Payment at that time. Don't worry about coordinating this with our schedule, we are usually not present for the entire Inspection, but rather for the latter part to discuss the Report and Our Plan for Moving Forward.

*****Listed in No Particular Order*****

Rick Boyer: **(434) 665-8346**

Athena Bobbitt: **(434) 382-7990**

Neil Wilson: **(434) 609-6789**

Please be sure to let us know the Inspection Date/Time as well as who you have selected. That way we can schedule/confirm it with the Listing Agent and Seller.

If you have any questions or concerns, please don't hesitate to reach out to us.

-Mickey Herzing Team

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