

# Handling Inspection Requests

What to expect after the inspection — and how to respond without losing your head or your deal. From a licensed broker with 40+ years of experience.

The inspection makes many sellers nervous, but it's a normal part of nearly every sale. The report **always finds something** — even on well-kept homes. The skill is staying calm and responding smartly. Here's how.

## 1. Set your expectations first

- ☐ Every report lists many items — **length alone doesn't mean trouble**.
- ☐ Separate the **significant** (safety, structure, major systems) from the **minor** (cosmetic, normal wear).
- ☐ This is expected, not a personal verdict on your home.

## 2. Know your options when a request comes

Buyers usually ask for repairs, a credit/price reduction, or a mix. You can:

- ☐ **Agree** — make the repair or grant the credit (good for real, significant issues).
- ☐ **Decline** — hold firm, especially on minor or unreasonable asks.
- ☐ **Counter** — offer a middle ground (often the most productive path).

## 3. Respond wisely

- ☐ Focus energy on genuine safety & system issues
- ☐ Weigh the cost of an ask vs. losing the deal
- ☐ Hold firmer on small, cosmetic items
- ☐ Explain your reasoning; keep it constructive

**The best defense is preparation.** When you already know your home's condition and disclosed issues up front, the inspection rarely produces surprises — and a buyer who knew about an issue can't reasonably use it to renegotiate later. Most deals survive this step just fine.

## Want the full inspection & negotiation playbook?

The List It Yourself packet walks you through inspections, repair negotiations, and closing — plus everything else you need to sell your home yourself with confidence, specific to your state.

Get the Packet — \$147 · [listityyourself.net](https://listityyourself.net)