⭐ SELL FOR MORE SYSTEM™

INSPECTION RESPONSE DECISION TREE

A simple roadmap to help sellers make smart, strategic inspection decisions without losing leverage.

⭐ STEP 1 — GET THE REQUEST IN WRITING

Before a seller responds emotionally, you must:

✓ wait for the **official written list**
✓ confirm it includes the inspector's report
✓ separate facts from buyer emotion

No decisions happen until you have the actual document.

⭐ STEP 2 — ASK THE FIRST QUESTION:

"Is this item a true safety, structural, or system issue?"

If **YES**, go to Step 3.
If **NO**, go to Step 4.

This instantly filters "wishlist repairs" from real concerns.

⭐ STEP 3 — FOR SAFETY / SYSTEM / STRUCTURAL ISSUES

Examples:

- electrical hazards
- plumbing leaks
- HVAC malfunction
- roof leaks

- foundation issues
- missing handrails
- broken windows
- gas leaks
- major rot or moisture
- hot water tank failing

These requests are **reasonable**, and most buyers' lenders require them.

Seller Action:

✓ Get multiple bids
✓ Decide whether to repair OR credit
✓ Maintain leverage by acting quickly
✓ Keep documentation for the appraiser

Then → Move to Step 6

⭐ STEP 4 — FOR NON-SAFETY ITEMS OR COSMETIC ISSUES

Examples:

- paint touch-ups
- loose door handles
- minor cracks
- cosmetic blemishes
- worn carpet
- aesthetic upgrades
- caulking
- trim repair

These are **NOT mandatory**.

Seller Action:

✓ Determine if the request is reasonable
✓ Evaluate whether fixing it protects the deal
✓ Eliminate emotional responses
✓ Ask: “Does this impact value, safety, or function?”

If NO → Move to Step 5
If YES → Move to Step 3

⭐ STEP 5 — ASK THE FINANCIAL QUESTION:

“Is the cost of this repair LESS than the cost of losing this buyer?”

Break it down:

✓ Repair cost
vs.
✓ Cost of going back to market:

- new days on market
- reduced buyer urgency
- potential price reduction
- duplicate inspection on new contract

If the repair is:

✓ Low-cost

✓ Quick

✓ Helps keep the deal stable

Then **consider doing it**.

If the repair is:

❌ High-cost

❌ Cosmetic

❌ Buyer preference only

Then **counter or decline**.

Now → Move to Step 6.

⭐ STEP 6 — REVIEW YOUR LEVERAGE POSITION

Before responding, ask:

✓ Do we have backup buyers?

✓ Did we receive multiple offers originally?

✓ How many days has the home been on the market?

✓ Was this the strongest buyer?

✓ Is inventory low or high?

✓ Are we nearing appraisal?

✓ How motivated is the buyer?

Leverage Scale:

- **Strong leverage** → negotiate more aggressively
- **Neutral leverage** → meet halfway
- **Weak leverage** → prioritize securing the deal

Once leverage is determined → Move to Step 7.

⭐ STEP 7 — DECIDE BETWEEN THE 3 RESPONSE TYPES

OPTION A — Repair

Choose this when:

✓ It's safety/structural
✓ It's lender-required
✓ It's cheap, fast, or smart to do
✓ You want a smooth appraisal

OPTION B — Credit

Choose this when:

✓ You want convenience
✓ Repair requires scheduling
✓ Buyer wants specific materials
✓ You want to maintain timeline
✓ Cost is predictable

OPTION C — Decline or Counter

Choose this when:

✓ Request is cosmetic
✓ Request is unreasonable
✓ Buyer is using inspection as a price negotiation
✓ You have strong leverage
✓ You have backup options
✓ Cost outweighs benefit

⭐ STEP 8 — RESPOND PROFESSIONALLY AND STRATEGICALLY

Your response should NEVER say:

- "We don't feel like it"
- "The buyer is asking too much"
- "We disagree"
- "We think this is petty"

Instead, your agent (you) should respond:

✓ fact-based
✓ concise

✓ unemotional
✓ referencing data or functional impact

Example response:

“The seller is willing to address the items related to safety and function. Cosmetic items have been declined, but the seller is open to a credit to help move the transaction forward.”

This keeps negotiations productive, not personal.

⭐ STEP 9 — DOCUMENT & MOVE FORWARD

For repairs:

✓ Choose licensed contractors
✓ Keep receipts
✓ Share invoices
✓ Confirm repairs before appraisal
✓ Provide supporting documentation

For credits:

✓ Put credit amount in writing
✓ Ensure lender approval
✓ Adjust contract accordingly

⭐ STEP 10 — REMINDER: NOT EVERYTHING IS A FIGHT

You tell sellers the truth:

“Inspection responses aren’t personal. They’re part of the process.”

Your decisions should protect:

✓ equity
✓ timeline

✓ appraisal outcome
✓ deal stability

Not your pride.
Not the buyer's feelings.
Not emotional reactions.

⭐ KEY TAKEAWAY

The inspection phase is NOT a negotiation test —
it's a strategy test.

When you follow this decision tree:

- emotions stay low
- clarity stays high
- decisions stay rational
- equity stays protected
- deals stay on track

This is how sellers stay in control.