



How Smart Buyers Navigate Inspections

What 182 January Transactions Reveal

Avg Sale Price: \$444,917

Let's Start With the Facts

Out of 182 homes that were pending in January:

- 151 closed
- 31 fell through

That's an 83% close rate.

Some deals fell apart due to **financing**.

Some buyers got **cold feet**.

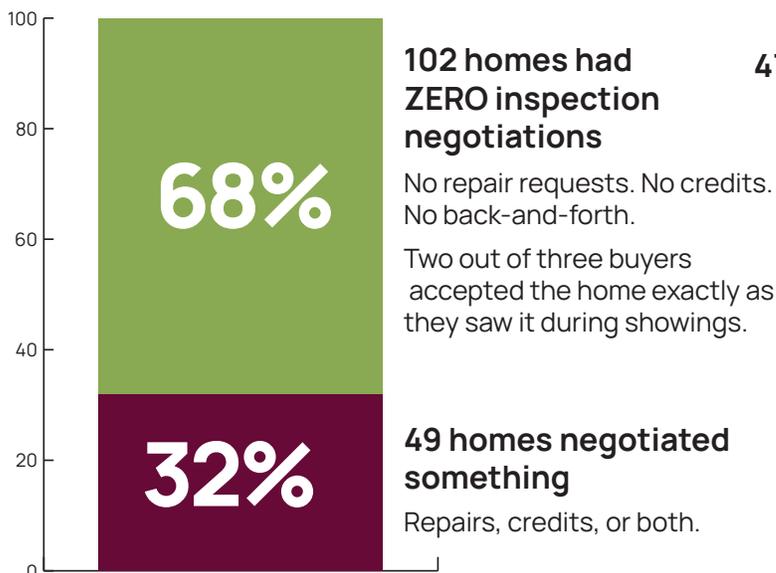
Some may have **struggled during inspection**.

8 out of 10 homes that go pending still make it to closing.



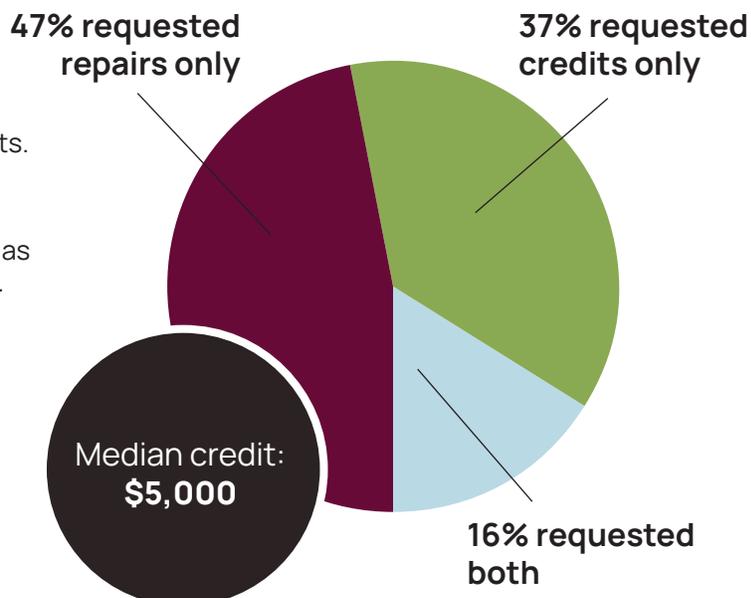
What Happens During Inspection

Now let's look at the 151 homes that closed.



When Negotiations Do Happen

Even when homes negotiated during inspection, every one still closed.



Negotiating during inspection doesn't kill the deal. It's a normal part of the process.

What Buyers in Central Florida Actually Negotiate

The Big Three

Electrical

Came up in 20 of 49 negotiations (41%)

Why?

Electrical is a **safety issue**, an **insurance issue**, and a **code issue**.

- Federal Pacific panels won't pass inspection.
- Outdated wiring can't be insured.
- GFCI outlets are code requirements.



Plumbing

Came up in 12 of 49 negotiations (24%)

Active leaks, drainage issues, corroded pipes.

Buyers fear water damage, and for good reason.

They've heard stories about mold, foundation problems, and five-figure remediation bills.

So they push hard on plumbing.



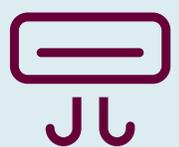
HVAC

Came up in 11 of 49 negotiations (22%)

Buyers may not be HVAC experts, but they know one thing: a new system costs \$8,000–\$15,000.

When an inspection report says "18 years old, near end of expected life," buyers panic.

They assume it will fail right after closing, and they'll be stuck with the bill.



Handling a Long Inspection Report

Most buyers receive a 25+ page inspection report and want to ask for everything. That's understandable, but it's not strategic. Here's the smarter approach.

Step 1: Separate the Report Into Two Lists

List A: Safety, Insurance, or Financing Issues

- Electrical concerns
- Plumbing leaks
- HVAC performance issues
- Structural or roof problems

List B: Cosmetic or Normal Wear-and-Tear

- Paint, carpet, landscaping
- Minor repairs
- Items visible during showings

The Buyer's Goal

The goal of an inspection isn't to avoid negotiation. It's to negotiate strategically.

When buyers focus on what truly matters:

- Deals move forward
- Negotiations feel reasonable
- Closings happen without drama

That's how informed buyers protect both their investment and their deal.

Real-World Example

A buyer highlighted 20 items on an inspection report.

List A had 4 items

Electrical panel, plumbing leak, HVAC airflow issue, missing roof shingles

Estimated cost: **\$12,000**

List B had 16 items

Cosmetic and minor issues

Estimated cost: **\$2,000**

The advice to the buyer:

"Request List A. Walk away from List B. The cosmetic items were already reflected in the price. The safety and system issues were not."

The buyer requested List A.

The seller agreed to a \$10,000 credit.

The deal closed.

That's smart negotiation.