

# Inspections Don't Kill Deals. Surprises Do.



What 182 January Transactions Reveal About Inspections

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**.

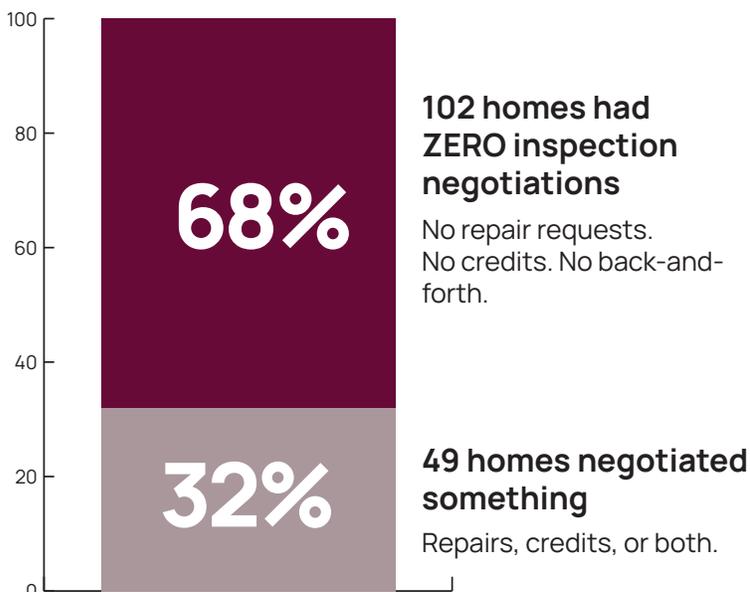
Some may have **struggled during inspection**.

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



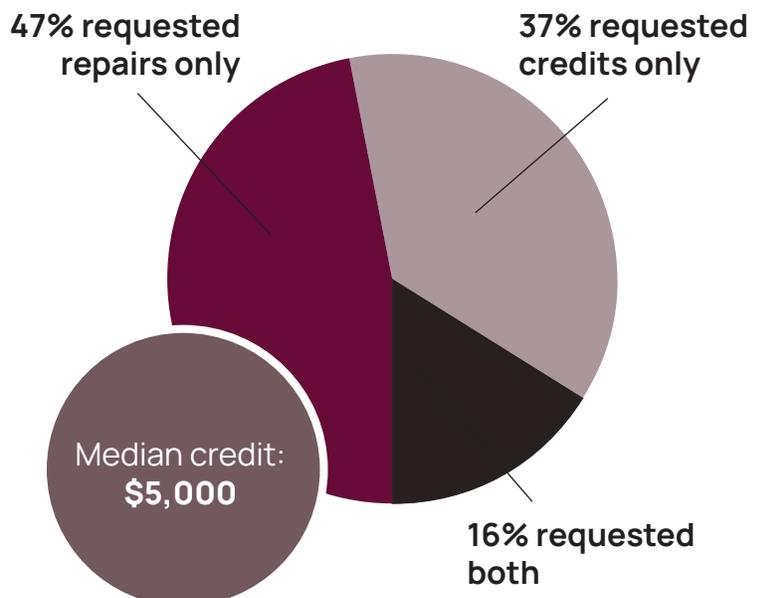
## What Happens During Inspection

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



## When Negotiations Do Happen

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



# How We Plan for Inspections Before You List

When we identify issues during a pre-listing walk-through, we don't guess.

We present three strategic options, each with clear trade-offs. Because market value reflects market condition. If items aren't fixed, price adjusts, and we do that intentionally.

## OPTION 1

### Fix Before Listing

Address key issues upfront and list at full market value.

Why sellers choose this:

Most buyers prefer move-in-ready homes. Based on real data, the majority of buyers accept homes as-is when condition matches price.

#### Pros

- Minimal inspection drama
- Faster, cleaner closing
- Appeals to buyers who want certainty

#### Cons

- Requires upfront investment

## OPTION 2

### Price to Absorb

Don't fix items. Price slightly below comparable homes to reflect condition.

Buyers make offers knowing the home needs work.

Negotiations happen after inspection, but are already expected.

#### Pros

- No upfront repairs
- Faster to market

#### Cons

- Negotiation happens later
- Some buyers may nitpick

## OPTION 3

### Hybrid

Fix what scares buyers. Price for what's negotiable.

Safety or insurance-related items (like electrical) are addressed.

Aging systems (like HVAC) are reflected in price.

#### Why sellers like this option:

- It balances investment and pricing while removing the biggest obstacles to closing.

**Most  
common!**

# Why Buyers Often Prefer Repairs Over Cash

It may seem surprising, but many buyers prefer repairs to credits because:

- They don't want to manage contractors after moving in
- They may be cash-constrained after closing
- They value knowing work is completed before they take possession

Offering to repair with licensed contractors often moves deals forward faster than offering equivalent cash.