



Mark A. Dalton and Company, Inc.
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What is the Purpose of a Home Inspection?

Many people misunderstand the purpose of a home inspection. The main purpose of a home inspection is to give you the information needed to make an informed decision on the purchase. It is not to create a DIY list of repair/corrections.

Buyers should focus on the **major** defects and **health/safety** concerns that will cost the buyer a lot of money (usually defined as repairs in excess of \$1,000) above the purchase price to repair. The purpose of the home inspection:

1. is not for cosmetic items and
2. does not mean that the seller is obligated to deliver to the perspective buyer “**a like-new home**”.

During the preview(s) of the property, we (Realtor and buyer) usually find some imperfections/deficiencies that we are fully aware when we begin contractual negotiations. When a home inspection is conducted, the inspector is bringing the major defects to the buyer's attention. If the buyer chooses, the buyer can then negotiate with the seller with the intent on getting the major components repaired or a reduction in the selling price. This is acceptable and reasonable for the buyer.

However, there have been times when buyers hand the report to the seller and demand that all the items listed in the report be fixed or they will walk away from the deal. If your intention for the Home Inspection is to pick the house apart because you think you can negotiate a better deal, after we have already negotiated a contract, you are going about the inspection with the wrong intent. Even though I work for you and your best interest, in my opinion this practice is not right, and is not the purpose of a home inspection.

If the seller cannot afford or chooses not to have the repairs corrected, you can still choose to buy the house with the full knowledge of what repairs are needed and the cost of the repairs will be your responsibility. Or, you may decide the cost of repairs is too much, then you can walk away from the deal and still get your Earnest Money Deposit back.

Most home inspections don't only report on the major defects but will also include maintenance advice and general knowledge of the workings of the house, (i.e. it's always good to know where the water shut-off valve is or how to change the filter for the furnace and so forth. The report can be used as a maintenance manual of sorts). In today's real estate world **choosing to do 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 can choose any home inspector you want, below are four inspectors that have recently done inspections on transactions we have been involved in.

When you call to schedule an inspection time, make sure you ask how much it will cost and approximately how long it will take. Also, the method of payment is important for you to know ahead of time.

The inspector will give you a report when he is done, and expects to be paid at that time. Don't worry about our schedule, we are usually not present for the entire inspection. We usually show up for the latter part of it, to discuss the report and our plan for moving forward.

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

Rick Boyer:	(434) 665-8346
Byron Woods:	(434) 237-1747
Neil Wilson:	(434) 609-6789
Justin Davis:	(434) 221-6533

Please remember to contact us and let us know when the inspection is scheduled, so that we can schedule 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