



# What to Tell Your Buyer Before the Home Inspection

## A Quick Reference Guide for Real Estate Agents — Provided by Hawkeye Inspectors

Sharing these talking points with your buyer before inspection day sets the right expectations, reduces anxiety, and helps the transaction move forward smoothly.

### Before Inspection Day

**Encourage your buyer to attend.** The inspection is one of the best educational opportunities a homebuyer has. Walking through the home with the inspector helps them understand the property firsthand — not just through a written report.

**Block out 2–4 hours.** Inspection time varies based on the size and age of the home. A larger or older home may take longer. Plan accordingly and avoid scheduling other appointments immediately after.

**Bring a notepad and questions.** Buyers should write down anything they've noticed or wondered about during showings. The inspector is the right person to address those concerns.

**Wear comfortable shoes.** Inspectors access attics, crawl spaces, and sometimes tight utility areas. Buyers who follow along should be dressed for it.

### What the Inspector Will Examine

Hawkeye Inspectors performs a comprehensive visual inspection of all major systems and components of the home, including:

- **Roof** — condition, flashing, gutters, and drainage
- **Exterior** — siding, grading, walkways, and drainage
- **Foundation and Structure** — visible structural components, basement, and crawl space
- **Electrical System** — panel, wiring, outlets, and grounding
- **Plumbing** — supply lines, drain lines, water heater, and fixtures
- **HVAC** — heating and cooling systems, ductwork, and filters

- **Insulation and Ventilation** — attic, crawl space, and mechanical areas
- **Interior** — ceilings, walls, floors, windows, and doors
- **Garage** — structure, door operation, and safety

## What the Inspector Will NOT Do

It's important to set accurate expectations with your buyer about scope limitations:

- The inspection is **visual only** — inspectors do not move furniture, open walls, or excavate.
- Inspectors do **not provide repair cost estimates** — they identify conditions, not contractor pricing.
- Specialty systems (pools, septic, wells, chimneys, HVAC servicing) may require **separate specialists**.
- The inspection does **not guarantee** that no hidden defects exist.


## The Day of Inspection

- **Arrive 15–30 minutes into the inspection** so the inspector has had time to get oriented and start — arriving at the very start can slow things down.
- **Let the inspector lead.** Buyers can follow along room to room and ask questions as the inspector works.
- **Don't panic at findings.** Every home, new or old, will have items noted in the report. Not every finding is a deal-breaker — context matters.
- **Ask the inspector to clarify severity.** A good inspector will help distinguish between minor maintenance items, deferred maintenance, and items that warrant further attention.

## After the Inspection

- **Expect your report within 24 hours** of the inspection — Hawkeye Inspectors delivers all reports promptly through our online portal.
- **Read the full report.** Don't just look at the summary. The body of the report contains important context for each finding.
- **Use the report strategically.** Work with your agent to prioritize which findings are worth negotiating and which are cosmetic or routine.
- **Keep the report.** Even if the transaction doesn't proceed, the report is a valuable document for the buyer's future reference.

## Schedule with Hawkeye Inspectors

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