

Home Inspection Mistakes Sellers Make

The fewer obstacles you put in front of the buyer, the smoother the whole selling process.

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The last thing you want as a seller is to be under contract and then have the buyer back out because of the inspection. Although many items are fixable, they could overwhelm the buyer and cause serious second thoughts.

It's best to start early and do your own mini-inspection so you know what issues are present and can correct them. The fewer obstacles you put in front of the buyer, the smoother the whole selling process.



Know the Difference Between Inspector and Appraiser

Home inspectors are there to evaluate and assess the house's condition. They don't determine the value of the home. An inspector doesn't give any pricing whatsoever. This includes not stating how much it will cost to repair.

Appraisers determine the dollar value of the house. They don't look at inspection reports. An appraisal is required for the mortgage application, but sometimes, an inspection is not required.

If you are selling a house, there are items that you should address. Sometimes, these should be done months before putting your home on the market.

Check the Home's Foundation

According to [3 Arrows Property Inspection](#), a home inspection will stall if there are issues with the foundation. If there are significant cracks, the house is settling in an abnormal way and should be addressed.

Small cracks could indicate a problem and will be noted in an inspection. These should be sealed by a professional before inspection.

Address Water Damage and Causes

Water damage is a red flag and often indicates a bigger problem. It is noted on an inspection report.

Walk around your house looking for water damage. This includes bathrooms, basements, and ceilings.

Musty odors in the basements or crawlspaces could also indicate water damage. Look for mold growth. If the inspector spots any of these or other indicators, they will put them on the report and possibly recommend that a professional inspect them as well.

Get a Professional to Pre-Inspect Roof

According to the American Home Inspectors Training, a home inspector doesn't have to go on roofs. This is in accordance with the International Association of Certified Home Inspectors (InterNACHI) and the American Society of Home Inspectors (ASHI) standards.

But that doesn't mean an inspector won't look at the roof. Whether it be from a ladder or walking around the house and looking up, they will put any damage they note to the roof in the report. They will then recommend a more thorough examination by a professional. Have your roof inspected by a professional before the inspection and make appropriate repairs.

Check Appliances, Smoke Detectors

If you have knobs missing from your oven, or the water dispenser on your refrigerator doesn't work, it's not the end of the world. But if it ends up on an inspection report, it could raise an eyebrow of the buyer. It makes them question what else you haven't maintained.

Smoke detectors are required in some states, such as California. Ensure your appliances and other devices are in working order.

The little things, especially if there are several, can stall your home's sale.

Service Heating, Ventilation, Air Conditioning

This is a big one. The furnace and air-conditioning unit should be working properly. The inspector will look at it as well as the ventilation to see if it is working or needs repairs.

Have your system checked by a professional and make any repairs needed before the inspector walks on your property. It will save you money down the road.

Have a Presale Inspection

An inspection that uncovers problems can cost you a sale. Ensure you don't have any last-minute surprises by having a pre-inspection done by a professional. It may cost you in the short run, but it could save you from hard negotiations or a lost sale.

This is especially important if you own an older home.

How Much Does a Home Inspection Cost?

A typical home inspection costs \$600–1,200. However, the price depends on the home's size and location. But, during the inspection, the inspector may find issues that need further investigation. For example, if they find mold, they may recommend a mold professional. This can add to the cost of inspection.

Although the buyer pays for the home inspection, if an issue is discovered, they may insist that the seller provide an additional inspection by a specialized professional. They may also want the seller to pay for any repairs.

Can a Home 'Fail' Inspection?

A home can't "fail" or "pass" inspection. The inspector is merely there to report any issues concerning the home's condition. It's up to the potential buyer to determine if these issues warrant fixing before closing the deal—or, if there are numerous issues, they may walk away.

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