



Negotiation Playbook

Use this playbook to frame calm, evidence-based asks with clear fallbacks and protections.

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Positioning

Focus negotiations on FND-011 (p. 7) and FND-012 (p. 14) so the request stays grounded in the report while leaving room to balance timing and budget.

Strategy Options

Strategy A: Credit for priority items

Request a seller credit tied to the highest-impact findings so you can manage scope and timing after closing. This keeps work under your control while reflecting documented risks. It also helps preserve momentum if contractors cannot schedule before close.

Ask: \$4,850 (low) / \$11,450 (typical) / \$25,750 (high)

Expected settle: \$2,700 (low) / \$6,300 (typical) / \$14,200 (high)

- FND-011: Asphalt shingle roof is at or near the end of its useful life with torn and loose shingles (p. 7)
- FND-012: Brick chimney has severely deteriorated brick and mortar (p. 14)
- FND-018: Furnace is older, manufactured in 1997 (p. 21)
- FND-019: Service entrance conductor sizing could not be confirmed (p. 24)
- FND-023: Recommend sewer line video scan before closing (p. 32)

Strategy B: Repairs for urgent items + credit fallback

Ask for repairs on urgent or high-severity items, with a credit fallback if timelines are tight. This prioritizes immediate risk reduction while keeping flexibility if repair scheduling is uncertain. It also keeps the focus on clear, report-backed issues.

Ask: \$1,400 (low) / \$5,400 (typical) / \$17,850 (high)

Expected settle: \$850 (low) / \$3,600 (typical) / \$11,650 (high)

- FND-001: Improperly terminated energized wires in attic (p. 8)
- FND-002: GFCI breaker failed its test and controlled devices were not identified (p. 8)
- FND-003: Garage door photo sensors mounted too high above floor (p. 9)
- FND-004: Garage-to-house door lacks operable self-closing hinges (p. 9)
- FND-006: Smoke detector protection near sleeping areas is inadequate or outdated (p. 10)
- FND-007: No GFCI protection was provided for home receptacles (p. 23)
- FND-008: Bathroom receptacles lack GFCI protection (p. 39)
- FND-009: Elevated moisture at base of master toilet suggests failed wax seal (p. 40)
- FND-010: Kitchen outlets near sink lack GFCI protection (p. 41)
- FND-012: Brick chimney has severely deteriorated brick and mortar (p. 14)
- FND-013: Garage receptacles lack GFCI protection (p. 9)
- FND-016: Chimney crown is mortar-built and should be monitored; flue should be professionally inspected (p. 15)
- FND-017: Hillside site drains runoff toward the foundation (p. 19)
- FND-019: Service entrance conductor sizing could not be confirmed (p. 24)
- FND-021: Possible asbestos-containing insulation at water heater flue (p. 31)
- FND-023: Recommend sewer line video scan before closing (p. 32)
- FND-024: Possible lead-based paint risk due to pre-1978 construction (p. 36)
- FND-028: Irrigation system has no backflow prevention device (p. 45)
- FND-032: Fountain was not inspected and should be separately evaluated (p. 19)
- FND-036: No 240-volt dryer receptacle installed in laundry area (p. 44)

Total Credit Ask: \$4,850 (low) / \$11,450 (typical) / \$25,750 (high)

Expected Settle: \$2,700 (low) / \$6,300 (typical) / \$14,200 (high)

Contract protections

- Provide paid invoices/receipts and permit documentation for completed repairs.
- Use licensed, insured contractors and share completion dates before closing.
- Allow a post-repair walkthrough or re-inspection to confirm scope and quality.
- Scope changes discovered during work should be disclosed and approved in writing.

Appendix: Sample Request - Strategy A: Credit for priority items

This outline can be adapted and shared with the seller's agent as a starting point for negotiation.

Based on the property inspection report, we respectfully request a closing credit of \$11,450 to address the following conditions identified during the inspection. Each item is supported by specific observations documented in the inspection report.

1. Asphalt shingle roof is at or near the end of its useful life with torn and loose shingles

The asphalt composition roof shingles were reported as being at or near the end of their service life. The inspector also noted a few torn shingles and several areas where shingles were not adhered properly.

Inspection Report p. 7, p. 7, p. 12

Credit requested: \$1,350

2. Brick chimney has severely deteriorated brick and mortar

The inspector observed severe deterioration in the brick chimney, including cracked brick and mortar. A qualified masonry contractor was recommended for evaluation and any needed repairs.

Inspection Report p. 14, p. 8

Credit requested: \$1,350

3. Furnace is older, manufactured in 1997

The furnace appears to have been manufactured in 1997. No specific operational defect was reported in this section, but the unit is well into an age range where budgeting for replacement and closer monitoring is prudent.

Inspection Report p. 21, p. 21

Credit requested: \$10,100

4. Service entrance conductor sizing could not be confirmed

The inspector could not verify the amperage rating of the service entrance conductors because markings were hidden by panel components. The report recommends confirmation by a qualified electrical contractor.

Inspection Report p. 24

Credit requested: \$5,050

5. Recommend sewer line video scan before closing

The report recommends a video scan or other intrusive testing of the sanitary drain line prior to closing. Underground waste lines are not visible during a standard home inspection and can have hidden blockages, root intrusion, or collapse.

Inspection Report p. 32

Credit requested: \$1,100

We request that documentation of completed repairs or agreed credits be provided prior to closing. We are open to discussing scope and timing to reach a mutually acceptable resolution.

Appendix: Sample Request - Strategy B: Repairs for urgent items + credit fallback

This outline can be adapted and shared with the seller's agent as a starting point for negotiation.

Based on the property inspection report, we respectfully request seller-completed repairs totaling an estimated \$5,400 to address the following conditions identified during the inspection. Each item is supported by specific observations documented in the inspection report.

1. Improperly terminated energized wires in attic

Live electrical wires in the attic were left improperly terminated instead of being enclosed in an approved covered electrical box. The report identifies this as a shock, electrocution, and potential fire hazard.

Inspection Report p. 8, p. 8, p. 8, p. 16

Repair requested (est. \$1,350)

2. GFCI breaker failed its test and controlled devices were not identified

A GFCI breaker was found in the off position. After being turned on, its test button did not trip the breaker as intended, and the inspector could not determine what devices it served.

Inspection Report p. 8, p. 8, p. 8, p. 25

Repair requested (est. \$450)

3. Garage door photo sensors mounted too high above floor

The overhead garage door photoelectric safety sensors were installed more than 6 inches above the floor. This height reduces their ability to detect a small child or object in the door path.

Inspection Report p. 9, p. 33

Repair requested (est. \$450)

4. Garage-to-house door lacks operable self-closing hinges

The door between the garage and the living space did not have operable self-closing hinges. The inspector recommended making the door assembly compliant with current safety standards.

Inspection Report p. 9, p. 34

Repair requested (est. \$350)

5. Smoke detector protection near sleeping areas is inadequate or outdated

The inspector recommended improved smoke detector coverage for sleeping areas and noted that an older smoke detector may no longer function properly. Older alarms commonly need replacement after about 10 years.

Inspection Report p. 10, p. 10, p. 37, p. 26

Repair requested (est. \$350)

6. No GFCI protection was provided for home receptacles

The report states that no ground-fault circuit interrupter protection was provided for the home's receptacles at the time of inspection. The inspector recommended adding GFCI protection at locations such as garages, exterior areas, crawlspaces, basements, and receptacles within 6 feet of plumbing fixtures.

Inspection Report p. 23, p. 26, p. 26, p. 8

Repair requested (est. \$450)

7. Bathroom receptacles lack GFCI protection

The master and hall bathrooms did not have GFCI-protected receptacles. The inspector recommended replacing them with new GFCI receptacles.

Inspection Report p. 39

Repair requested (est. \$450)

8. Elevated moisture at base of master toilet suggests failed wax seal

Moisture meter and thermal imaging readings showed elevated moisture in the floor around the master bathroom toilet. The report says this is typically caused by a failed wax gasket at the toilet base and recommends plumbing repair to avoid subfloor damage.

Inspection Report p. 40, p. 40, p. 10

Repair requested (est. \$650)

9. Kitchen outlets near sink lack GFCI protection

The kitchen outlets did not have GFCI protection where recommended near the plumbing fixture. The inspector advised adding GFCI protection for safety.

Inspection Report p. 41

Repair requested (est. \$450)

10. Brick chimney has severely deteriorated brick and mortar

The inspector observed severe deterioration in the brick chimney, including cracked brick and mortar. A qualified masonry contractor was recommended for evaluation and any needed repairs.

Inspection Report p. 14, p. 8

Repair requested (est. \$1,350)

11. Garage receptacles lack GFCI protection

The garage electrical receptacles did not have GFCI protection. GFCI devices are intended to reduce shock risk in areas where moisture and grounded surfaces are common.

Inspection Report p. 9, p. 33, p. 34, p. 35

Repair requested (est. \$450)

12. Chimney crown is mortar-built and should be monitored; flue should be professionally inspected

The chimney crown was made of mortar rather than concrete, which is less durable and should be checked regularly for cracking and resealed as needed. The inspector also recommended a specialist flue inspection before the inspection contingency expires.

Inspection Report p. 15, p. 15

Repair requested (est. \$1,350)

13. Hillside site drains runoff toward the foundation

The home is built on a hillside, and the site naturally directs runoff toward the foundation. Although grading near the home was reported as sloping away adequately, the site condition still increases the importance of managing drainage well.

Inspection Report p. 19, p. 19

Repair requested (est. \$550)

14. Service entrance conductor sizing could not be confirmed

The inspector could not verify the amperage rating of the service entrance conductors because markings were hidden by panel components. The report recommends confirmation by a qualified electrical contractor.

Inspection Report p. 24

Repair requested (est. \$5,050)

15. Possible asbestos-containing insulation at water heater flue

Insulation on the gas water heater exhaust flue was noted as having a strong possibility of containing asbestos. The report states confirmation requires laboratory testing.

Inspection Report p. 31, p. 8

Repair requested (est. \$1,700)

16. Recommend sewer line video scan before closing

The report recommends a video scan or other intrusive testing of the sanitary drain line prior to closing. Underground waste lines are not visible during a standard home inspection and can have hidden blockages, root intrusion, or collapse.

Inspection Report p. 32

Repair requested (est. \$1,100)

17. Possible lead-based paint risk due to pre-1978 construction

Because the home was built before 1978, the report notes there is a good chance lead-based paint may be present. The inspector suggested a certified lead inspection or risk assessment if desired.

Inspection Report p. 36, p. 37, p. 9, p. 10

Repair requested (est. \$450)

18. Irrigation system has no backflow prevention device

The yard irrigation system was reported with no backflow device installed. The report notes it was not required at the time of construction, but the absence was still documented.

Inspection Report p. 45, p. 46

Repair requested (est. \$2,800)

19. Fountain was not inspected and should be separately evaluated

The property has a fountain, but it was outside the scope of the general home inspection and was not evaluated. The inspector recommended a separate inspection by a qualified plumbing or landscape contractor.

Inspection Report p. 19

Repair requested (est. \$650)

20. No 240-volt dryer receptacle installed in laundry area

The laundry area did not have a 240-volt dryer receptacle. The report notes there is a gas connection for a gas-fired dryer, so dryer choices are limited unless a 240-volt outlet is added.

Inspection Report p. 44, p. 44

Repair requested (est. \$450)

We request that documentation of completed repairs or agreed credits be provided prior to closing. We are open to discussing scope and timing to reach a mutually acceptable resolution.

Important notes and disclaimers

- Decision-support guidance only. This playbook does not provide a buy/no-buy recommendation.
- This content is informational and not legal advice.
- This packet is an AI-generated interpretation of the inspection report and may miss context.
- Cost ranges are rough estimates and vary by scope, access, and local labor/material pricing.
- Use licensed specialists for quotes and confirm items using the referenced pages in the report.
- This packet is informational guidance and is not a substitute for licensed inspectors, engineers, or legal advice.
- We do not provide definitive buy/no-buy recommendations; use this packet to weigh priorities and tradeoffs.