



FOR REAL ESTATE PROFESSIONALS

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# Inspection Day Cheat Sheet

Your quick reference for a smooth inspection day.

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*You've been through hundreds of inspection days. This is the reference you keep in your back pocket and hand to agents who are newer to the process.*

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## The Day At a Glance

Time	What's Happening
Inspection start	Konnor arrives and begins exterior/roof assessment
First 2-3 hours	Systematic walkthrough of all systems and areas
Final 30 minutes	Konnor's walkthrough summary with your buyer
Same day	Digital report delivered through Binsr Inspect

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## Your Role on Inspection Day

### Do:

- Confirm your buyer knows to arrive for the last 30 minutes
- Be available by phone if your buyer has questions
- Let Konnor run his process; he's thorough and systematic
- Use the time productively: review disclosures, prep for the negotiation conversation
- Take your own notes during Konnor's walkthrough summary

### Don't:

- Prompt your buyer with anxiety mid-inspection ("Did he say what that was?")
  - Follow closely and comment on findings as Konnor works
  - Dismiss findings before your buyer has a chance to hear Konnor's explanation
  - Rush the summary. This is the most valuable part of the day
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## What to Leave for Konnor

Certain questions belong to Konnor, not you. Leave these for the walkthrough summary:

- "Is that finding a big deal?"
- "What does that typically cost to repair?"
- "Is that normal for a home this age?"
- "What kind of contractor handles that?"

Your buyer will trust the answer more coming from the inspector directly. Let Konnor do that work.

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# Managing Buyer Anxiety Mid-Inspection

If your buyer starts escalating while Konnor is still working:

1. Acknowledge what they're feeling: "I understand. Seeing this in person feels different from a listing sheet."
2. Slow it down: "Let's see what Konnor says about that in the summary before we assess it."
3. Normalize: "Every home has findings. The report will give us the full picture."

Avoid minimizing before you have context. Avoid catastrophizing for any reason. Stay neutral until the summary.

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## After the Summary

- Report arrives same day via Binsr Inspect
  - Buyer gets a copy; you get one too (unless buyer declines)
  - Call Konnor at **(480) 254-5708** if you need clarification on a finding before you advise your client
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## Fast Facts

- **Inspection duration:** ~4 hours (larger homes may run longer). Buyer does not need to be present for the full inspection
  - **Report turnaround:** Same day
  - **Buyer attendance:** Last 30 minutes. We don't encourage full walk-along from the start. Exceptions: out-of-state buyers or contractor coordination; arrange in advance
  - **Out-of-state buyer:** Zoom summary available; request at booking
  - **Inspector:** Konnor Kirkwood, AZ BTR #72416 | ASHI Certified | InterNACHI Member
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