

## Walk and Talk Pre-Purchase Consultation

### Overview

While a home inspection is always the safest and optimal choice when buying a home, this incredibly competitive market is compelling buyers to make offers that waive contingencies. Waiving the inspection contingency does not mean that the buyer should not get an inspection at some point before closing, however if a buyer does decide to forgo the inspection, FirstLine offers a “Walk & Talk” Pre-Purchase consultation as an alternative to the home inspection. **The Walk and Talk Consultation is not a home inspection**, but it can help the buyer get a realistic sense of the home’s condition and identify areas that require further evaluation.

### Who Should Attend?

Unlike a home inspection which typically takes 2 to 3 hours to perform, a Walk & Talk Consultation takes place when the buyer, agent, and home inspector go to the residence together during a scheduled showing, which normally lasts between 20 -60 minutes. During the consultation, the buyer and agent receive real-time feedback on the home’s condition.

### Scope and Cost

The scope and cost of a Walk & Talk Consultation will depend on the individual home and the preference(s) of the buyer(s). The duration of the showing will affect the scope and coverage of the consultation, as well as the size of the home. Given the abridged/condensed nature of the consultation, the cost for this service is significantly less than a home inspection. Before going to the residence, FirstLine works with the buyer and agent to determine the buyer’s priorities, which will help determine the specific scope of the Walk and Talk. Once the scope has been determined, FirstLine provides the buyer with a quote.

### What to Expect

The Walk & Talk Consultation does not result in a written report and there are no pictures taken during the showing. The information exchange occurs during the consultation with a brief recap at the conclusion. The buyer and/or agent is highly encouraged to bring a notepad and pen or pencil to write down what is identified and discussed during the consultation. Additionally, **we will ask the buyer’s agent to please notify the listing agent and/or homeowner that a home inspector will be present at the showing to conduct a consultation for the buyer.**

### When Should the Buyer Get One?

In this extremely competitive market where multiple offers tend to be the norm; the buyer’s agent is invaluable in determining if and when a Walk & Talk Consultation might be the right option for the buyer.