**Gayle(BUYER):**  Hello Scot I have been looking over the inspection list and have done some other research on the property and I am ready to put in an offer on the house.

Do you have some time to go over a couple of things?

**Scot**

Yes, I do.

**Gayle**:  Scot I would like to put in an offer of $210K, with appliances included as well as any repairs or issues found during the inspection.

**Scot**

Unfortunately, I cannot accept the offer of $210K.  I do not have a copy of the inspection report you ordered.  Can you tell me what items you are referring to that need repair?  Yes, the appliances are included with the property.

**Gayle:**

1.  Painting of the exterior/interior of the property

2.  Balancing of doors that do not hang properly

3.  There has been a leak found near the fireplace which indicates some roofing issues.

4.  Repairing of the accents lights located outside

5.  Carpet is worn and dated

**Scot**

The carpet and paint show normal wear and will last at least 3 or 4 more years.  The closet doors do need to be adjusted as does the roof requires repairs.  I am willing to give a credit to allow you to hire a handyman to make these two repairs.  As for the accent lights, they work fine.

**Gayle:**  Scot during the inspection it was found that the outside accent lights we inoperable.  The house has had two owners and it it has been noted that it standard to replace carpet every 5 years.  The exterior definitely needs painting.

**Scot**

I do not know why they would list the lights as inoperable, as I have them on as we speak.  If you would like to have the inspection company come back out to verify, I would not mind at all.

**Gayle:**  Scot $215K, carpet and painting allowance of $7K and $1,500 for the repair of the leak in ceiling.

**Scot**

I can understand your concerns in regards to the carpet and paint, but you must take into consideration the fact that I had the HVAC system replaced last year and I upgraded the front and rear storm doors with premium quality doors.  I would consider an offer around $245K.

**Gayle**:  Scot $220K with carpet and painting allowance of $7K and $1,500 for the repair of the leak in ceiling.

**Scot**

Before I consider your offer are there any other concerns or questions you have about the house?

**Gayle:**  Scot, this seems to be jist of my concerns.

**Scot**

Well the house is located in a very nice area and it is anticipated that the housing value will rise 4% to 5% each year.  The ceiling repairs would only cost around $800 and the house did appraise for $241.  With that said, I can appreciate wanting new carpet and paint, but these two appear to be more of a want than a need.  Yes, the carpet and paint show wear, but they are functionally acceptable and the appraiser did take these items into account when determining the value of the house.  So, I will take an offer of $238 and the house is yours.  Did I mention that I also added a built in microwave too?

**Gayle:**  Scot I am going to continue looking.  If you decide to reconsider my offer, please reach out.

Again, thank you for your time.

**Scot**

No problem and I understand.  At this time, I am going to stick with my final price and I wish you well in your hunt for your new home.  If I do decide to reconsider, I will definitely give you a call.  Take care and good luck!