



## **Pre Listing Home Inspections**

It is normal for a listing agent to have problems conveying to their clients/sellers that the condition of their home can greatly affect the marketing process of and the final sales price for the property. Many sellers have no idea of the exact condition of their property, and since it serves them well, are rarely open to making improvements that will help the agents do their job (sell their house) in a manner which is satisfactory to the seller. Many sellers put their agents in a “Catch 22” position preventing the agent from marketing the home to the best of their ability.

Many homes look great during a walk-through, neat, clean, visibly well maintained, etc. However, most realtors have experienced a deal falling through due to conditions that can not be seen during a walk through inspection but are revealed within a buyer’s home inspection report.

Some realtors are convinced that Home Inspectors cause deals to fall apart, and in some cases, an over zealous, inexperienced, and/or bad tempered inspector can play a big part in a deal falling through due to the manner in which he/she relates to their client and how they write their reports. However, most often when a deal falls through as a result of the home inspection, it is the condition of the home, not the home inspector that kills the deal.

There is a way to convince your seller that their home is not perfect and ready for market in its present condition without some maintenance, repairs, and/or improvements in general.

There is a way to avoid most of the problems experienced as a result of a buyer’s home inspection and report.

The answer to these problems is simple; have the home inspected prior to listing it on the market by a high quality home inspector that will explain the conditions observed and offer assistance and advice in resolving problems. Putting the home inspection in the sellers hands prior to listing the home creates a whole new atmosphere during the marketing process for several reasons:

- Knowledge is Power. Knowing the condition of the property prior to marketing it will put you and your buyer in the know about perspective problems and obstacles during the process.
- Much like painting, floor coverings, and cleaning, in an effort to prepare a home for the market, being aware of and making repairs to eliminate major defective conditions, servicing heating and cooling equipment, and addressing structural and moisture issues prior to marketing the home will surely enhance the marketability of the home and reduce unforeseen problems.
- We have found that a Pre Listing Inspection and the knowledge obtained from an inspection give you and your seller a definite edge during the buyer inspection and negotiating process. You know what is right and what is possibly wrong with the home. Not all conditions will be uncovered, but if you consult a good home inspector with a high percentage track record in finding the major problems in homes, you will, more than likely, uncover the conditions that too often blow a deal.



## **PRE-LISTING HOME INSPECTION PROGRAM**

### **1. PRE-LISTING INSPECTIONS:**

#### **Why obtain a Pre-Listing Inspection? KNOWLEDGE!**

- Knowledge is Power in every aspect of life.
- Knowledge removes the guess-work.
- Knowledge reveals prospective obstacles in the course of a plan.
- Knowledge reduces unwanted surprises and uncertainties in any course of action. Reducing surprises and/or uncertainties will reduce wasted time and money, will reduce anxieties, and needless worry.

*Having fore knowledge of the condition of your home is now more important than ever in lieu of the New NC-Offer to Purchase Contract which your Professional Real Estate Agent can explain to you in detail.*

- Knowing the condition of your home prior to marketing it will put you ahead of the game and in a position of control during the property preparation, marketing, negotiating, and home inspection process when selling your home.
- A thorough Pre-Listing Inspection of the systems and components within the home by a Professional Home Inspector will reveal the major problems and/or negative conditions existing that could possibly turn off a buyer during their investigative viewing of the home or break a deal when his/her home inspector presents a home inspection report.
- A pre-listing inspection will reveal to you such conditions and/or problems ahead of viewing and/or a subsequent inspection by a perspective buyer.

You will have the KNOWLEDGE to make right decisions on whether to list such a condition on the disclosure form or repair it prior to marketing. Here's where your Professional Real-Estate Agent's experience in marketing homes will be a valuable asset.

## **2. REPAIR AND/OR DISCLOSE:**

With fore-knowledge of the condition of the property more options are available to a seller. It may make sense for sellers to make repairs suggested in the prelisting home inspection report. However in other cases it may not. Instead, if a seller lacks the time, patience, expertise or funds to make repairs it may make sense to defer these repairs to a potential buyer.

### **Options:**

\*Repair-Repair the items deemed most necessary to enhance the sales process and procure a “Follow-Up” inspection, w/report approving the repair(s).

\*Reduce and/or negotiate the price of the property in lieu of a repair estimate prepared by a Licensed Professional Contractor.

\*Disclose-Disclose the items listed as deficiencies on the Pre Listing Home Inspection Report on the “Disclosure Statement” --As is with no monetary adjustment for disclosure items

Having a Pre Listing Home Inspection will also afford the time to find good qualified contractors to perform any repair work without the time constraints of a scheduled closing. As we all know, good contractors may be busy and unable to schedule repairs within a few days or less.



### **3. The Inspection Report and Subsequent Follow-Up Inspection Reports can be Powerful Marketing Tools.**

- A quality home inspection report by a tenured home inspector will not only reveal problem areas and conditions but should also reveal the positive, aspects of the home Which may include but not be limited to: \*good quality construction \*well maintained \*recently updated components, such as replacement windows, kitchens and bathrooms, \*good quality mechanical components, \*good insulation, etc.
- A good home inspection report will also discuss conditions that may appear to the layman as a possible problem but through the home inspector's investigation do not pose a problem. Things such as normal foundation cracking, normal wood frame settling, typical settling of porches, steps, decks, etc., signs of past but non-problematic moisture intrusion.
- The home inspection will reveal the major problems, and if you decide to address these problems, a Follow-Up Inspection will confirm that proper repairs and/or adjustments have been completed.
- An added service that we offer is a Walk-Through Consultation with your perspective buyer. For a nominal Fee we will meet with the buyer and perform a walk-through inspection. This service will include addressing anything on the report that he or she desires more information on, the repairs made, the location of the major equipment and/or systems and the control devices for those components.

### **4. THE HOME INSPECTION & REPORT PROCESS:**

- Refer to the NC Home Inspector Licensure Board's Standards of Practice for the minimum requirements of the home inspection and report writing process.  
<http://www.ncdoi.com/osfm/engineering/hilb/nchilb.asp>
- Home Owner to Prepare the Home for the Inspection.
- The inspection is performed by the inspector. Owners are welcome to accompany the inspector during the inspection.
- The inspection report will be presented to the home owner within three (3) working days from the date of the inspection.
- Defective and/or other pertinent findings must be transferred to the Summary Page.
- The inspector will be available to discuss the findings on the report via telephone and provide informational assistance to the home owner and/or their contractor during any repair process.
- Follow-Up Inspections to determine if agreed repairs are completed in a satisfactory manner.

*We have found time and time again that obtaining a Pre-Listing Inspection greatly reduced the repetitive problems within the real estate transaction. We have also found that revealing the inspection report, subsequent Follow-Up inspection reports, and receipts for any work completed, and the Buyer Walk-Through Consultation creates an atmosphere of trust and comfort within most buyers.*

***Note: Along with a Pre-Listing Home Inspection, it is recommended that your home be inspected for the presence of "Wood Destroying Insects" (termites) by an NC-Licensed pest control contractor. This service is not included within the scope of the home inspection.***



## **RADON TESTING:**

### **What is Radon?**

- Radon is an invisible, odorless, tasteless gas produced when Uranium degrades into Radium.
- Radon is the #1 *naturally occurring* cause of lung cancer on the planet. Smoking being the #1 man-made cause of lung cancer.

### **How does it enter our homes?**

- The radioactive gas rises through the soil, seeking cracks and fissures in the rock shelves (granite and shale stone).
- Once it finds an opening in the rock shelf it rises to the atmosphere. The gas discharges to the atmosphere through most all soil, with the exception of clay, wet soils, and several feet of sand.
- The gas enters the home from the ground.
- There are many incorrect rumors of how and where radon gas will occur. It occurs in all types of homes regardless of their foundation configuration.
- Approximately 45% of the homes in Forsyth and surrounding counties have radon levels above the “Action Level” of 4.0pCu/l.

### **The Problem:**

When the gas enters the home it becomes contained and begins to build up. The Surgeon Generals Office has determined that when the levels of radon reach 4.0 pico-curries per liter of air or higher inside a building, it becomes a health risk.

- *Most home buyers today are well aware of the implications of Radon Gas, if not their real estate agents are.*
- *Most buyers will want to test for the presence of elevated radon levels in any home they plan to buy.*
- *There are several schools of thought on whether a seller should perform the testing prior to marketing the home. This is a question you should ask your real estate agent when preparing the home for marketing.*
- *Note: To assure proper testing one should consult an EPA trained and certified Radon Measurement Technician.*

### **Can it be fixed? YES**

- There are several methods of abating the radon gas before it enters the home. The construction of the home, levels of Radon, and location within the home will determine the type and configuration of the system needed.
- Always require Radon Mitigation Repairs to be performed by a Certified Contractor.

### **Approximate Cost of Repair/Mitigation:**

The cost of mitigation a home is determined by the extent the mitigation contractor has to go to remove the gas. This depends on the type of foundation, how many levels, and how many areas within the home need specific attention.

Radon abatement can run from \$200.00 for simple basement floor caulking, \$1000.00 for crawlspaces, and from between \$1200.00 to \$3,000.00 for sub slab depressurization systems. Older homes with multiple types of foundation configurations and multiple levels can run higher



PIAtriad.com

## Expert Home Inspections

Dillon Residential Services	336-924-6002
Guy's Home Inspections	336-889-4897
Hilton Home Inspections	336-961-6809
SLJ Enterprises	336-416-5237

### Whose reputation are you staking your reputation on?

**PROFESSIONAL INSPECTION ASSOCIATES** is a Triad based Co-Op of independent, highly experienced, highly qualified, and extremely reliable Home Inspectors. Our strength is enhanced customer service through clear consistent reporting, very thorough inspections, and cross coverage to prevent missed appointments.

**All** of us offer the following, important **CREDENTIALS** :

- CERTIFIED **ASHI**<sup>®</sup> Inspector (American Society of Home Inspectors –[ASHI.org](http://ASHI.org))
- North Carolina **Licensed General Contractor**
- **Fully Insured** – Liability, Worker's Compensation, & Professional Liability/E&O
- Member – **Better Business Bureau**, for simple dispute resolution
- Certified **Radon** Measurement Services Provider and **Carbon Monoxide** Analyst

**AND** – We all offer a complete **MONEY BACK GUARANTEE**

**REMEMBER: NEVER shop for PRICE – ALWAYS Shop for VALUE !**

### ***RADON ISSUES?***

**PIA TRIAD** Proudly Recommends **RADON MITIGATION ASSOCIATES**

Sheets Radon Reduction	Mark Sheets	336-767-4123
The Radon Specialist	Abe Mendez	336-416-2117



*“We've got Friends in Crawl Spaces”*

## A ROCK AND A HARD PLACE

*(Some thoughts for Realtors®)*

Your **rock** is that you can't recommend a particular inspector because you might become responsible for his work. Your **hard place** is that, if you don't make a recommendation, you could be the victim of an inspector who you know is inexperienced, will not do a competent job, will alarm the parties, or will not stand behind his work. You are caught in the middle and ...

**It must really be tough to be you!**

**We think so. So we thought it through and we have...**

A NEW ALTERNATIVE FOR YOU

- **What if** - you could recommend **FOUR** inspectors – all of whom have professional liability insurance (**errors and omissions**) that covers you to its full extent as a referring party?
- **What if** - all of these inspectors are **American Society of Home Inspectors (ASHI®)** members, which indicates they are experienced and meet the highest standards in the industry?
- **What if** – all of these inspectors are **Better Business Bureau** members, proving their reliability and establishing easy dispute resolution procedures?
- **What if** – all of these inspectors are **North Carolina Licensed Contractors**, proving both financial stability and building knowledge?
- **What if** – all of these inspectors use the same, state of the art, **computer generated reporting system** so all reports look alike and are easy to read?
- **What if** – all these inspectors cover each other so that your appointments are always kept in times of illness or vacation; and, you can always get an **inspection within 10 business days?**

*And...*

- **What if** – all of these inspectors offer a **Money Back Guarantee?**

*By Golly, we think we have just solved your inspection dilemma!*

Now your client can make his own selection from four inspectors and, whomever he/she chooses, you have **full liability protection**, an **experienced and responsible inspector**, a **familiar and readable report**, and an **inspection in 10 days!**

Meanwhile your client has a ***MONEY BACK GUARANTEE!***

We just can't find a down side...

WHY WOULD YOU CHOOSE ANYONE ELSE?