

# Inspector's Insider

## Editor's Letter

By Curtis S. Niles CRI, Niles Enterprises Prof. Real Estate Services

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### Home owner tips

- **Winter is over. Now is the time for looking over your homes' exterior to evaluate it's condition and develop a maintenance list for the spring and summer.**
- **If your planning for a new addition, remember to include a Certified Home Inspector in the plans to help ensure a smooth project to completion. Let's get it right the first time and avoid expensive litigation.**

As inspectors embark on an anticipated busy season for Home Inspections, I thought it prudent to remind us all about our need to continue marketing our businesses. It's very easy to relax a bit from hectic marketing distribution, I mean after all, we're busy right? Well, since time is a high commodity during this season of the year, take advantage of the increase in business and hand out your company marketing products to your buyers, sellers, and realtors who attend your Home Inspection.

See if they would like to put your brochures in their associate's mail bins at the office. If you trust them to do this, they might even be willing to re-stock your brochure stand in their office. It doesn't hurt to leave something with the seller of the home as well.

It's also a good time to look at your overall business image. How do your

clothes look in the eye of the customer? Crisp? Faded? How's that vehicle looking? Any serious dents that need repair? Is it clean? Any fluid leaks? Remember we only have one chance to make a first impression.

Lastly, Inspectors may want to consider offering pre-listing Home Inspections to realtor firms. These inspections can be full Home Inspections or limited Home Inspections. Most sellers are likely to be more interested in your finding a deal breaking problem, so you can offer a limited inspection which may include foundation, roof, and mechanical systems. The limited scope of the inspection can result in a more attractive fee for the client. This is more palatable for agents to sell to homeowners with limited funds. See article on page 2.

Remember to put your best foot forward and smile.

## Home Inspections: A Hazardous Business

By Curtis S. Niles, CRI, Vice-President, NAHI-PA

“I was walking up a driveway to inspect a house before listing it” said a realtor associate, “when a dog lunged out from between a pair of dis-

abled cars and attacked me. The dog was tied; however, I was unaware of it's presence.” This was the story of one of our customer's realtors



“Say Hi to Shaba.”



“it is a good idea to don these lung savers when entering attics and basements”



“Anything can happen on a job site. Protect yourself.”



“you’ll wonder how you ever sold a house without it before”

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### Home Inspections: A Hazardous Business

whom I met on a Home Inspection. She suffered multiple stitches to her abdomen area as a result of this attack. Never assume a dog is friendly, and always ask the homeowner to relocate their dog from the house or secure it in a kennel.

Do you as an Inspector carry dust masks or a respirator? I have to admit I haven't, but it is a good idea to don these lung savers when entering attics and basements which can harbor all kinds of lung threatening substances such as air borne asbestos for exam-

ple. Basements and crawlspaces are also areas of heightened dangers. Be on the look out for debris left in these areas, with nails upright, broken glass, rusted pipes that protrude to a point, ready to inflict injury. How about roofs? Most of us always try to get a close look at roof components, but remember not to take any unnecessary risks. Look for alternative ways to obtain access to the roof or the area you need to get to. When performing new construction phase inspec-

tions, do you wear a hard hat? Do you even carry one? I do. It's required on some sites. It can be a bit frustrating if you show up to perform an inspection and you're not permitted on the site because you don't have a hard hat. Besides it's a good idea to wear one on a busy job site even if it's not required. Anything can happen on a site, protect yourself. Plus, you'll probably be looked upon as more of a professional when you're equipped with one.

### Pre-Listing Inspections By Curtis S. Niles, CRI

What is a pre-listing Inspection? How does it benefit the homeowner who's preparing to sell his/her home? How does it benefit the realtor? Does it benefit the buyer? These are good questions that I would like to answer. A Pre-listing Inspection is an Inspection that is performed by a Certified Home Inspector on a home which a seller is planning to place on the market. The Inspection can be a full Home Inspection with all the trimmings or a Special or Limited Inspection. Special Inspections make sense for sellers to ob-

tain if they are not concerned with a full Home Inspection, just interested in knowing if there is anything considered drastically defective in their home which can deter buyers. These inspections can cost less than a regular home inspection and therefore may be more attractive to the seller. This inspection builds the confidence level of the homeowner. Most buyers may want to get their own inspector to perform a Home Inspection for them rather than relying on a seller's Home Inspection and that's probably a wise decision. However, the buyer will be more comfortable dealing

with a conscientious seller as opposed to one that hasn't spent the money to have His/her property checked out. It also gives the seller a punch list of items that need repair.

This can narrow the gap at the negotiating table or eliminate it altogether, so the seller can get the price he or she wants for his/her property without a concern about negotiating. The realtor or listing agent can be confident because they know the good and the bad aspects of the home.

Knowing that the bad isn't so bad, helps reduce a great deal of anxiety. These inspected properties generally sell faster and for more money than properties that are not pre-inspected.

So what we have here is a win, win, win scenario for all involved. Realtors, ask your Inspector about Pre-Listing Inspections today, you'll wonder how you ever sold a house without it before.



"what we have here is a win, win, win, scenario"

## Chapter Update

By Curtis S. Niles, CRI

Community service. What a concept. I don't know how many inspectors out there perform community service, but I can tell you this; those that are not, are missing a huge opportunity for exposure and name recognition in the market place. As a local chapter we feel it is a great way to give back to the community and build relationships in the process. Contacting your local real estate office via a letter or email just to inform them of your availability to hold a session on a particular hot topic is a good start or just a compilation of general sensitive topics relating to the home such as mold, water infiltration, health/safety issues. Our chapter plans to do much of this in 2004 in an effort to cement our name in the real estate market and in the minds of the consumers. Members interested in being a part of this initiative may contact me via email:

nilesent@msn.com Realtors/brokers are also encouraged to participate and contact us.

Our regular monthly meeting was held March 15th with a 22 man head count. Our speaker was Joel Hubbard Jr. a CSI for United State Gypsum. The session was very informative and enlightening. Those that missed it missed a great opportunity to hear the latest from the leader in the wallboard industry. Thanks Joel.

The Pennsylvania Home Inspectors Coalition (PHIC) is scheduled to hold a regular meeting on March 20th in Carlisle, PA. Leadership posts are up for election. So be on the look out for announcements. Remember PHIC exists to serve the compliant inspector community in the legislative arena. So let's not forget where we would be if we didn't have men with heart serving on that board. Thanks guys.



Chapter meetings are held every 3rd Monday of the month, at 6:00 pm at the Best Western Inn in Lansdale, PA. New inspectors are invited to attend. Contact John Arnold, Membership Coordinator, at 215-487-3599 or visit [NAHIPA.org](http://NAHIPA.org) for additional information.



[www.nahipa.org](http://www.nahipa.org)



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