

HOME INSPECTIONS

What Every Realtor Should Know

By Clayton Bailey
Green Scene Home Inspections
TREC #10417



Who Is Green Scene?

- 3rd generation Inspector
- 6,000 home inspections in DFW
- Home of the video inspection
- Highest rated/reviewed company in DFW
- We use technology to make it easy



Why Are We Here?

- Home Inspection Basics
- What Is My Role As A Realtor?

- How To Prepare Your Buyers & Sellers
- Etiquette.. And How To Save Time & Money



So, What Is A Home Inspection ?



(the boring part)

Webster says: “A home inspection is a non-invasive visual examination of a residential dwelling, performed for a fee, which is designed to identify observed material defects within specific components of said dwelling at a specific given time only.”

The TREC Standards of Practice (Sections 525.227-535.231 of the rule) are the minimum standards for inspections by TREC licensed inspectors. An inspection addresses only those components and conditions that are present, visible and accessible at the time of the inspection.



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The Basics of Texas Home Inspections

Three levels of home inspectors:

- Apprentice
- Real Estate
- Professional

(length of training - 1300 hours,
32 CE to renew)

Governed by Texas Real Estate
Commission (TREC report form =
7-5)

Today's Building Standards

Interpret inspector license #'s

Standards of Practice vs. 2018
Code What supersedes Code?



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What are we looking for?

Broken, unsafe, or causing damage to property



Otherwise....as built conditions





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Common Inspection Findings



Common Inspection Findings

What are we looking for?



MINDSET FOR OLDER HOUSE VS. NEWER HOUSE



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What is Your Role As A Realtor?



- Fiduciary responsibility
- Finding a house vs. selling a house
- Mediator between all the parties

Take Note!

Safety Alert: CSST



A CSST system with each pipe nicely labeled as to application.



Take Note!

Properly Bonded CSST



Take Note!

Sewer Line Tests

Camera

Hydrostatic
or Sewer
leak Test

Isolation
Test



Hydrostatic

Hy·dro·stat·ic - *adjective*
relating to or denoting
the equilibrium of liquids
and the pressure exerted
by liquid at rest.

1670s, from Greek
hydro- "water" + *statikos*
"making to stand"

Take Note!

Panel boxes:



Take Note!

AFCI Recall:

The recalled Square D QO® and Homeline® Arc Fault Interrupter circuit breakers are used with 15- and 20-amp branch circuits. They are required to be installed in bedroom circuits in accordance with the 2002 National Electrical Code. The recalled units were manufactured after March 1, 2004, and have a blue test button.

The AFCI circuit breakers have one of the following date codes - CN, DN, EN, FN, GN, HN, or JN - stamped in red on the breaker label located just above the wiring terminal. The recalled units also have one of the following catalog numbers printed on a label on the front of the breaker: QO115AFI, QO115AFIC, QO120AFI, QO120AFIC, QOB115AFI, QOB120AFI, HOM115AFI, HOM115AFIC, HOM120AFI, HOM120AFIC, QO115VHAFI, QO120VHAFI, QOB115VHAFI, or QOB120VHAFI.



The background is a vibrant, abstract composition of overlapping organic shapes in various colors including orange, yellow, red, purple, green, and blue. A semi-transparent light green rectangular box is centered in the middle of the image, containing the word "QUESTIONS?" in a white, handwritten-style font.

QUESTIONS?



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And Now The Important Stuff...

Helping Our Clients Through
The Inspection Process

**AS A BUYER'S
AGENT**

**AS A SELLER'S
AGENT**



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AS A BUYER'S AGENT



BEFORE THE INSPECTION

- Choose the right home inspection company - pros & cons.
- Cheap Charlie
- Single Man Shop
- National Chain
- Multi-Inspector Firm

AS A *BUYER'S* AGENT

- Reduce liability by providing 3 names
- Schedule inspection during 1st couple days at beginning of option period
- No house is perfect - Neighborhood expectations
- Go over cost expectations
- Go over Buyer's property concerns
- Make sure agreements are signed, fees paid
- Fiduciary responsibility



AS A BUYER'S AGENT

DURING THE INSPECTION

- Encourage buyers to come for wrap-up.
- Should you attend?
- Offer to show disclosed paperwork to inspector
- Encourage buyer to take notes during presentation



AS A BUYER'S AGENT

AFTER THE INSPECTION

- Review Buyer's notes - focus on Top 5 categories
- Call appropriate specialists for cost estimates during option period
- Put together the repair amendment (or money off list price)



Common Recommendations From Home Inspectors

- Electrical
- HVAC servicing
- Licensured Engineer vs. Foundation Company

- Roof further evaluated
 - Drones?
- Sewer Leak Test vs. Camera vs. Isolation Test

AS A SELLER'S AGENT



BEFORE THE INSPECTION

Benefits of a Pre-Listing Inspection:

- Disclosure accuracy
- Make decisions about most critical repair needs
- Have work done by licensed professionals
- Have repair receipts available

AS A SELLER'S AGENT

- Attic/crawl space hatches available
- Gates open
- Remotes & keys available
- Where's the box?
- Alarm code on key in supra box
- Remove pets and waste from yard
- Utilities on - Paragraph 7!!
- Remove personal property in front of panels, crawl space, etc.



**SET UP FOR
SUCCESS!**



AS A SELLER'S AGENT DURING THE INSPECTION

- Seller etiquette - minimize Seller anxiety
- Should you be present?
- Should your Seller be present?
Examples: underage kid, unstable, grandma
- Keep phone handy - be available for 911s
- Leave your business card or contact info on site



AS A SELLER'S AGENT AFTER THE INSPECTION

- Negotiate broken or unsafe things - old doesn't count
- Remind Sellers of purpose of home inspection - inspect to today's code
- Remind Seller about option period for estimates - must make home available



Proper Etiquette Saves Time, Money & Emotional Capital



- Make sure Showing Time is notified
- Educate Sellers about the amount of time an inspection takes vs. a showing
- Put the alarm code in the keybox
- Listing Agent: if your sign is not in the yard, leave business card inside
- Be available by phone when inspector is in the house
- Buyer's Agent: only send the relevant pages to the seller's agent, not the full report

We'd love to have you in our fan club!



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TM

Clayton Bailey

WE'D LOVE TO BRING OUR
CLASSES TO YOUR OFFICE!

liability when showing a home with smart surveillance? How to transfer smart devices that convey with the home? All this plus the latest in smart home tech on the market today. **1 HR CE CREDIT**

* **Selling To Different Personality Types**

Are you a Type A personality? A Mediator? ENFP or INTJ? No matter which personality profile you take, learn how to recognize the best way to communicate and interact with clients and co-workers with different personality types. **1 HR CE CREDIT**

* **Setting Up Your Listing For Success**

How to prepare for a smooth, positive and successful Home Inspection of your listing. We'll share tips, tricks, and tools save you money and time...and preserve your emotional capital! **1 HR CE CREDIT**

* **Shadowing the Inspector - Secrets Behind the Scenes**

Realtors come watch the process with a Professional Home Inspector at a neutral site as they walk you through the highlights and common deficiencies they find during a Home Inspection. **3 HR CE CREDIT**

Leadership Skills & Team Building

Why does a Realtor need to be a strong leader? We show Realtors how to use their unique knowledge and strengths to influence others and cultivate their business and personal interests, as well as improving their ability to relate to others and read others well in their day-to-day lives.

Plus, we offer a specialized series of courses in the top five categories of a Home Inspection to increase Realtors' understanding and expertise for the benefit of their clients. These can be offered individually, or as a package:

- * From the Bottom Up: Foundations
- * Raise the Roof!
- * The Shocking Truth: the Electrical System
- * Plunging Into Plumbing Systems
- * How Do Hot Agents Stay Cool? HVAC Systems!



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Knowledge is Power: Realtor Education

CE Courses:

- Smart Homes: Are You Smarter Than the Home You're Selling?
- Selling to Different Personality Types
- Setting Up Your Listing For Success
- Shadowing the Inspector: Secrets Behind the Scenes

Other Courses:

- Leadership Skills & Team Building
- From the Bottom Up: Foundations
- Raise the Roof!
- Electrical Systems: the Shocking Truth
- Plunging Into Plumbing Systems
- How Do Hot Agents Stay Cool? HVAC Systems

A close-up photograph of a single, vibrant green leaf. The leaf is heart-shaped (cordate) with a pointed apex and a slightly notched base. Its surface is covered in a fine network of veins, and its edges are finely serrated. The leaf is positioned centrally against a dark, out-of-focus green background. Overlaid on the leaf is the text 'Thank You!' in a large, bold, black script font. Below this, the words 'From Green Scene' and 'Home Inspections' are written in a smaller, white script font, stacked vertically.

Thank You!

*From Green Scene
Home Inspections*