

HOME INSPECTIONS

What Every Realtor Should Know

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TREC #10417



First, Who Are We?

- 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.

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. 2015
Code

What are we looking for?

Broken, unsafe, or causing damage to property



Otherwise...as built conditions









Oops!



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.



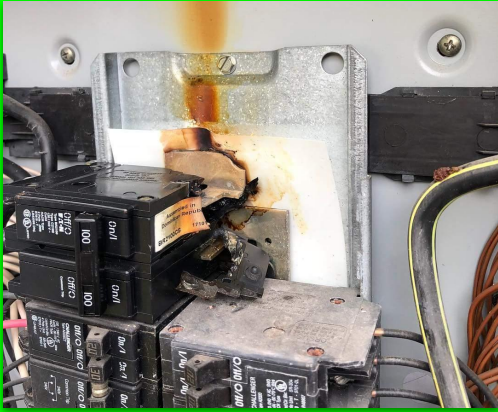
Take Note!

Properly Bonded CSST



Take Note!

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.





QUESTIONS?



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
- Structural Engineer vs. Foundation Company

- Hydrostatic Test vs. Camera
- Roof further evaluated - drones?

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



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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!**



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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 CSS is notified
- Education Sellers about the amount of time an inspection take vs. a showing
- Put the alarm code in the mailbox
- Listing agent: if your sign is not in the yard, leave cards inside
- Be available by phone when inspector is in the house
- Buyer's agent: only send the relevant pages to the seller agent, not the full report

A close-up photograph of a single, vibrant green leaf. The leaf is heart-shaped, with a pointed tip and a slightly notched top edge. The veins of the leaf are clearly visible, creating a fine, grid-like pattern. The leaf is set against a dark, blurred green background. Overlaid on the leaf is the text "Thank You! From Green Scene Home Inspections" in a black, handwritten-style font. The text is centered and occupies the middle portion of the leaf's surface.

Thank You!
From Green Scene
Home Inspections

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



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