

Pacific West Home Inspections

Residential & Commercial Building Inspections

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The Professional Inspector

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Salmon Arm Home Show

The 12th Annual Salmon Arm Home and Leisure Show has come and gone and was as always, very successful. There was over 2,000 people that came to the three day event at the Sunwave Centre which was a busy time. During the three day event, I took a simple survey which I do every time at these home shows as it is a great opportunity to know what are on peoples minds and how they feel about different issues. The following questions where asked and randomly answered by 253 visitors at the home show, so, here are the questions with some surprising results.

1. Would you use a professional Realtor for selling or buying a home?	Yes: 251	No: 2	Unsure: 0
2. Would you use a professional inspector for your home inspection needs?	Yes: 248	No: 5	Unsure: 0
3. Would you use a home inspector recommend by a professional Realtor?	Yes: 236	No: 17	Unsure: 0
4. Would you use a home inspector from CAHPI?	Yes: 32	No: 142	Unsure: 79 (not heard of CAHPI)
5. Would you use a home inspector from BCIPI?	Yes: 163	No: 0	Unsure: 90 (not heard of BCIPI)
6. Would you use a home inspector from InterNACHI?	Yes: 144	No: 11	Unsure: 98 (not heard of InterNACHI)
7. When purchasing a home, would you find a home inspection of importance?	Yes: 246	No: 6	Unsure: 1
8. Is it important that the home inspector is experienced and knowledgeable?	Yes: 249	No: 0	Unsure: 4
9. Is it important that the home inspector be licensed?	Yes: 231	No: 2	Unsure: 20
10. After inquiring about my professional inspection services and knowing the experience and knowledge my services have to offer, would you obtain my services for your inspection needs?	Yes: 251	No: 0	Unsure: 2

Another interesting comment that I heard frequently at the end of the survey that they noted there was no local or out of area Real Estate companies set up with a display booth like they have seen at other homes shows such as in Kamloops, Kelowna, Vernon, Penticton and Merritt. A few of the survey respondents wanted local Real Estate information and wanted to talk to a professional Realtor about an array of issues such as market conditions to listing their home/property.

At the home show this year, there appeared to be many inquiries about home renovations with many home owners making improvements on their home and property. Many of the home improvements appear to be pertaining to interior upgrades of which at the top of the list to be bathrooms and kitchens of course.

Other indicators of improvements to the home are energy efficient items with heating and hot water usage at the top of the list such as complete solar power systems to ground heating. Very popular I have been finding the last few years as home owners are trying to find various ways of reducing there hydro and gas bills by improving and upgrading there energy use within the home. However, with the increasing costs for such systems, more and more home owners are spending on simpler items to reduce their costs of heating their home such as more insulation in the attic and exterior walls, windows and doors improvements or upgrade, sealing and chalking exterior areas, properly maintaining furnaces and purchasing low energy consumption appliances. For more information on Home Shows within the Interior of BC, visit www.bchomeshows.com for event scheduling.



Streamlining Real Estate Transactions

Seller inspections (sometimes referred to as pre-listing inspections) are becoming more popular because they virtually eliminate all the pitfalls and hassles associated with waiting to do the home inspection until a buyer is found. In many ways, waiting to schedule the inspection until after a home goes under agreement is too late. Seller inspections are arranged and paid for by the seller, usually just before the home goes on the market. The seller is the inspector's client. The inspector works for the seller and generates a report for the seller. The seller then typically makes multiple copies of the report and shares them with potential buyers who tour the home for sale. Seller inspections are a benefit to all parties in a real estate transaction. They are a win-win-win-win situation and here are just a few examples.

Advantages to the Real Estate Agent

1. Agents can recommend a certified, licensed and experienced BCIPI inspector, as opposed to being at the mercy of buyer's choices in inspectors.
2. Sellers can schedule the inspections at seller's convenience, with little effort on the part of agents.
3. Sellers can assist inspectors during the inspections, something normally not done during buyers' inspections.
4. Sellers can have the inspector correct any misstatements in the reports before they are generated.
5. The reports help sellers see their homes through the eyes of a critical third-party, thus making sellers more realistic about asking price.
6. Agents are alerted to any immediate safety issues found, before other agents and potential buyers tour the home.
7. Repairs made ahead of time might make homes show better.

8. Reports hosted online entice potential buyers to tour the homes.
9. The reports provide third-party, unbiased opinions to offer to potential buyers.
10. Clean reports can be used as marketing tools to help sell the homes.
11. The reports might relieve prospective buyers' unfounded suspicions, before they walk away.
12. Seller inspections eliminate "buyer's remorse" that sometimes occurs just after an inspection.
13. Seller inspections reduce the need for negotiations and 11th-hour re-negotiations.
14. Seller inspections relieve the agent of having to hurriedly procure repair estimates or schedule repairs.
15. The reports might encourage buyers to waive their inspection contingencies.
16. Deals are less likely to fall apart, the way they often do, when buyer's inspections unexpectedly reveal last-minute problems.
17. Reports provide full-disclosure protection from future legal claims.

Advantages to the Seller

1. The seller can choose a certified, licensed and experienced inspector rather than be at the mercy of the buyer's choice of inspector.
2. The seller can schedule the inspections at the seller's convenience.
3. It might alert the seller to any items of immediate concern, such as radon gas or active termite infestation.
4. The seller can assist the inspector during the inspection, something normally not done during a buyer's inspection.
5. The seller can have the inspector correct any misstatements in the inspection report before it is generated.
6. The report can help the seller realistically price the home if problems exist.
7. The report can help the seller substantiate a higher asking price if problems don't exist or have been corrected.
8. A seller inspection reveals problems ahead of time, which:
 - might make the home show better.
 - gives the seller time to make repairs and shop for competitive contractors.
 - permits the seller to attach repair estimates or paid invoices to the inspection report.
 - removes over-inflated buyer-procured estimates from the negotiation table.
9. The report might alert the seller to any immediate safety issues found, before agents and visitors tour the home.
10. The report provides a third-party, unbiased opinion to offer to potential buyers.
11. A seller inspection permits a clean home inspection report to be used as a marketing tool.
12. A seller inspection is the ultimate gesture in forthrightness on the part of the seller.
13. The report might relieve a prospective buyer's unfounded suspicions, before they walk away.
14. A seller inspection lightens negotiations and 11th-hour re-negotiations.
15. The report might encourage the buyer to waive the inspection contingency.
16. The deal is less likely to fall apart, the way they often do, when a buyer's inspection unexpectedly reveals a last-minute problem.
17. The report provides full-disclosure protection from future legal claims.

Advantages to the Home Buyer

1. The inspection is done already.
2. The inspection is paid for by the seller.
3. The report provides a more accurate third-party view of the condition of the home prior to making an offer.
4. A seller inspection eliminates surprise defects.
5. Problems are corrected, or at least acknowledged, prior to making an offer on the home.
6. A seller inspection reduces the need for negotiations and 11th-hour re-negotiations.

7. The report might assist in acquiring financing.

As you can see, a pre-selling / pre-listing home inspection has many positive advantages to help your clients sell their home faster.

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