

Top 10 Issues that impede the Sale of a House

PILLAR TO POST
THE HOME OF HOME INSPECTION™



WHY understand the top 10 issues?

- Home owner:
 - A prepared home will sell quicker and easier
 - Much improved disclosure process reducing after sales disputes
 - Corrected deficiencies and repairs would not be done under the buyer's control
 - Reduce the buyer's ability to haggle using their inspector's comments

WHY?

- Realtor:
 - Advantages similar to the vendor's - PLUS:
 - Provides more assurance in maintaining the selling price and fewer surprises
 - Transactions complete easier with fewer last minute adjustments prior to subject removal
 - Properly prepared homes are found to sell faster with less risk, less issues, and more value to sellers/buyers

= more money in your pocket

Presentation Goals

- Understand how to prepare the home and the vendor for a fast sale.
- Protect the purchaser and real estate agent from undisclosed defects.
- Understand the 10 top concerns for homebuyers and sellers.

Up front Deal Killers

- Certain non-disclosed items have proven to be fatal in the sale of a home, particularly if the buyer's home inspector finds these:

Bad construction details

- Bad installation of washroom vents will cause water related problems. Bad visuals will kill the deal before there's a chance for Vendor repair.



Is it Bad Mould????

- Most of the time, black staining is not a bad mould. Get it tested before it can kill a deal, and deal with it prior to listing.



Top 10 Concerns

1. Foundation damage/ settlement
2. Leaky roofs
3. Faulty wiring
4. Defective heating system
5. Poor drainage
6. Plumbing problems
7. Poor ventilation
8. Water seepage
9. Improper maintenance
10. Hazardous materials

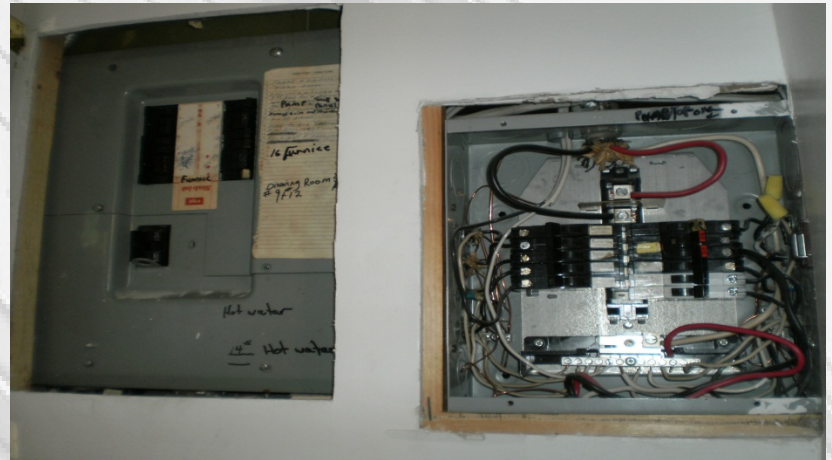
Foundation problems



Leaky roofs



Faulty Wiring



Defective Heating System



Poor Drainage



Plumbing Issue

- Galvanized piping is not acceptable to insurance companies. Best to know in advance of an offer.



Plumbing Non Issue

Polybutylene ' Poly - B' piping is not acceptable to some insurance companies

Installed 1978-95

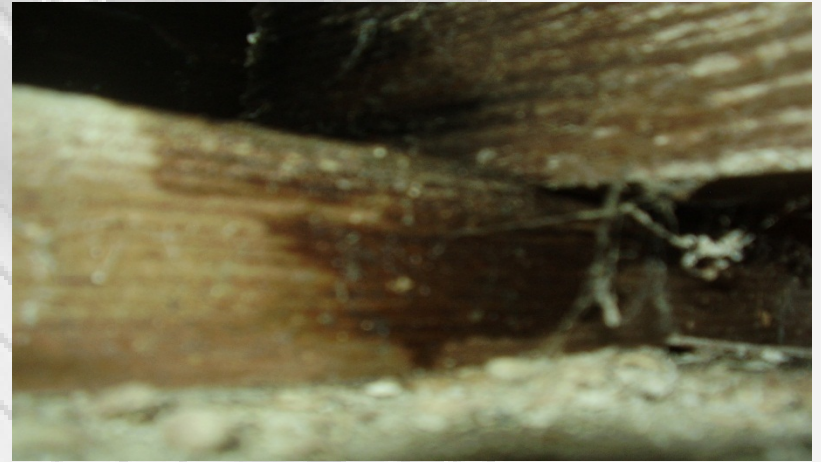
Max operating temperature not recommended over 130F (54C)



Poor Ventilation



Water seepage



Improper Maintenance



Dumb issues

- The homeowner may smell sewer gas in the home. If a potential buyer does, guess what, no offer. Fixing this in advance will help sell the house.



Hazardous Materials



RADON

What is Radon?

Where does it come from?

How is it dealt with?

Radon contact info:

Health Canada

Attn: Winnie Cheng

604 666 3351

Email: winnie.cheng@hc-se.gc.ca

But there is more ...

Old oil tanks/ furnaces

- Homes older than 1960's likely had an oil furnace with an oil tank that may still be buried.
- Make sure vendor discloses accurately.
- Lawsuits in the 10s of thousands have resulted here in the Okanagan from undisclosed buried oil tanks.



10:30'97

Fireplaces and Wood Stoves

- Fireplaces and wood stoves require certificates and servicing by qualified contractors.
- Most of the fireplaces and woodstoves we inspect are poorly maintained and some are dangerous.





Lack of Access is an issue

- The vendor must leave clear access to the attic, electrical panel, furnace, water main.
- If the main drains and cleanouts have been concealed, label where they are.
- If the shutoffs to gas lines or hose bibs are concealed, mark where they are.



Access continued

- Yes we need access to the garage.
- and we need the gate unlocked to access the back yard.
- No access means a limitation on the home inspection which may leave a question in the buyer's mind.

Correct Safety Violations

The vendor will be held responsible if a visitor falls down a set of stairs without a railing or out of an elevated door without a guard or is shocked by improper wiring.

A photograph of a staircase with a red carpet. The stairs lead up to a landing with a patterned tile floor. A black bag is on the landing. The walls are white. The text "Missing hand railing" is overlaid on the image.

Missing hand railing

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Safety Violations

The vendor will be held responsible if a visitor falls down a set of stairs without a railing or out of an elevated door without a guard or is shocked by improper wiring.

Is the dog friendly??

- Pets act differently when the vendor is away.
- They are nervous and in protect mode.
- A sign “Do not let the cat out” is not sufficient. Make other arrangements for pets or use pet cages during the home inspection.
- Accidents during inspections never go well. Pets need to be safe.

It is not the Home Inspector that “passes or fails” the home.

- The reality is we do not even use these terms.
- It is the purchaser who “passes or fails” the home. This decision is based on the risk tolerance of the purchaser and what their expectations were coming into the home inspection.

Thank You!

- Our professional inspectors stand behind their work and enjoy helping every client and customer achieve their dreams.



Professional Home Inspection

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