

Thanks for dropping by for a friendly chat. Since you are examining a home inspection website, it's likely that you are probably considering purchasing a home. Congratulations. This may well be the largest investment that you will ever make. In any case, it's a huge investment and not to be taken lightly. Obviously, it is a huge decision, one that may have pondered for sometime. You have probably looked at several homes in order to find the one that is just right. Now that you think you have found the best selection available, let's discuss where you go from here.

"Do I need a home inspection since I have rather carefully looked over this property.."This is often heard only to be regretted after the purchase. We inspect homes before the purchase from more than 100 years old to ones completed this week. In almost every instance, we find and point out to the purchaser defects and flaws found in these structures. Homes at both ends of that spectrum usually have their share of defects missed by the potential purchaser. Why is that true?

Often purchasers will follow us as we complete a home inspection. This we welcome. Quite often as we point out flaws and areas of concern in the structure, the purchaser will ask, "why didn't I see these things." Simply, we are examining from a different perspective than the purchaser. The purchaser is looking to determine whether or not they *like* the house. We neither like or dislike the property. We impartially examine the structure to point out issues that are likely to cost the owner in the future or issues that render it unsafe. Our goal is to fairly and impartially describe to the purchaser the true unbiased condition of the structure so you can decide if the property is the correct purchase, if you want to modify the offering price or back out of the contract. In any case, you are in a position to make a knowledgeable decision at that point.

Now let's discuss how to select a home inspector. Often, the realtor will give you a list of local inspectors. Supposedly, this is for the purpose of assisting you in making a selection. **What you probably haven't realized is the undeniable fact that the realtor has a vested interest in preventing anything that will negatively influence you regarding that property.** In fact, the sale final depends upon it. It is a fact that realtors normally lead their potential purchaser (you) toward a home inspector who never finds any problems in an inspection. Yes, there are an abundance of these type of home inspectors. They boast that they "never create problems for their realtor." On numerous occasions, we have uncovered structural defects that neither the realtor, the seller or the home inspector had disclosed. The realtor wanted the sale at all costs and the home inspector's business future depended upon not creating a problem for that realtor.

This is not a perfect situation for the purchaser who has the deck stacked against them. They are alone under these circumstances with both the realtor and the home inspector attempting to convince you that this is an ideal purchase.

May I relate just a couple of real-life examples that we have experienced. A purchaser recently retained us to conduct an inspection on a property that they had all but decided to purchase. In fact, a settlement date had been scheduled. The realtor told the potential purchasers that there was no need for an inspection; if there was anything that they should know, he would have told them. Nonetheless, InspectRite was retained and an inspection was conducted. In the padlocked basement, a four-foot section of the foundation was laying in the floor, having crumbled and fallen out of the wall.

The building was settling to the left with serious structural cracks evident in the exterior siding. A full inspection report was submitted to the potential purchasers who immediately cancelled the sales contract. Had this defect not have been revealed, these purchasers would have almost immediately been exposed to repairs costly tens of thousands of dollars. This they could ill-afford.

A few days ago, a potential purchaser placed an order with us for a home inspection. He asked if he could accompany the inspector. This we always welcome. He and the wife loved the property and they felt the price to be fair. As the inspection progressed, he repeatedly stated that he had not seen this or that. About an hour into the inspection, the seller arrived and inquired if she too could accompany us. She observed carefully as the inspection was completed. As additional defects were uncovered, the seller repeatedly commented that she didn't "know that". Finally, she stated that she had not had a home inspection when she purchased the home initially. "Now I wish that I had", she commented.

For the first time, the purchaser revealed why he had chosen InspectRite. He stated that a few months ago, he had sold his home. The purchaser of his home had retained us to conduct that inspection. "I watched the inspector do that home inspection. He was very thorough. When I considered purchasing this home, I wouldn't have hired anyone other than InspectRite. I told the wife that if they did as good a job as they had on our home, we would be well protected.

As a result of the final report on this home inspection, the potential purchaser concluded before leaving the property that there were too many structural problems with this house for him to consider it further. He rejected the contract, based on the inspection report. We apologized for any influence that might have caused the deal to fall through. The purchaser's comment was very revealing. "This is exactly what I hired InspectRite to do. If I had purchased this property, a year from now I would have been very unhappy. In fact, had it been necessary for these problems to have surfaced at my cost, I would have sued everyone responsible for me purchasing this disaster. Your inspection has prevented me from making a huge mistake." (A \$200,000 mistake).

We take our job very, very seriously. We take longer to complete our inspections because our home inspection is exhaustive. We take our time, we examine areas that others ignore or take for granted. Purchasers are welcome to follow us, so our narrative will give them a true picture of the property being considered. With more than 40 years experience in the construction industry and hundreds of hours of continuing education in construction disciplines, we know what to look for and what certain discoveries indicate. We didn't jump into property inspections last year.

When we receive a phone inquiry asking the price of a home inspection, we realize that this individual is only concerned with obtaining a low fee and lesser concerned with the quality of that inspection. We certainly do not attempt to sell our services on price, but on quality alone. Our fees are not any higher than competitors—you just obtain more for that fee with InspectRite.

We would certainly like to conduct your home inspection because we would like you to be completely satisfied with your purchase or your refusal.

Best of luck in this undertaking my friend.