

Need an inspector to call you now?  
 Visit: [InspectorNOW.com](http://InspectorNOW.com)  
 Inspectors are waiting to help.



Watch NACHI.TV and learn how to prepare for an inspection.

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# Real Property Times®

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REAL ESTATE NEWS FOR SELLERS, BUYERS, AND AGENTS

FREE

Make sure your mold inspector is IAC2 Certified



Mold sources often involve roofing issues, drainage, ventilation, plumbing leaks, downspouts, landscaping, etc. Every home with a mold problem must be looked at holistically. That's why all IAC2 mold inspectors are also required to be certified home inspectors. To find a home inspector who specializes in mold testing visit:

[IAC2.org](http://IAC2.org)



Looking for an inspector who does...

- WDO/Insects?
- Mold?
- Radon?
- Septic?
- Water Quality?
- Lead?
- Stucco/EIFs?
- Pre-Listing?
- Commercial?
- New Construction?
- Log Homes?
- Energy Loss?
- Thermal Imaging?
- IAC2 Certified?
- Chimneys?
- Pools or Spas?

Visit:

[InspectorLocator.com](http://InspectorLocator.com)

...and simply click on the various types of inspections you need.

## Sell your home fast!

Pre-inspected and Move In Certified homes sell faster for more money.

Real estate agents are having their listings pre-inspected and Move In Certified. MoveIn-Certified homes have been pre-inspected by InterNACHI certified inspectors and the sellers confirm that there are no major systems in need of immediate repair or replacement and no known safety hazards. The advantages are many:

- Agents can recommend certified InterNACHI inspectors to inspect the home properly before the buyer's inspector arrives.
- Sellers can schedule the inspections at seller's convenience with little effort on the part of agents.
- Sellers can assist inspectors during the inspections, something normally not done during buyer's inspections.
- Sellers can have inspectors correct any misstatements in the reports before they are generated.
- Reports help sellers see their homes through the eyes of a critical, third-party, thus making sellers more realistic about asking price.
- Agents are alerted to any immediate safety issues found, before other agents and potential buyers tour the home.
- Repairs made ahead of time might make homes show better.
- *Move In Certified* yard signs attract potential buyers.
- The reports hosted on [www.FetchReport.com](http://www.FetchReport.com) entice potential buyers to tour MoveInCertified homes.
- The reports provide third-



[MoveInCertified.com](http://MoveInCertified.com)

party, unbiased opinions to offer to potential buyers.

- MoveInCertified reports can be used as marketing tools to help sell the homes.
- Reports might relieve prospective buyer's unfounded suspicions, before they walk away.
- Seller inspections elimi-

nate buyer's remorse that sometimes occurs just after an inspection.

- Seller inspections reduce the need for negotiations and 11th-hour renegotiations.
- Seller inspections relieve the agent of having to hurriedly procure repair estimates or schedule repairs.
- The reports might encourage buyers to waive their inspection contingencies.
- Deals are less likely to fall apart the way they often do when buyer's inspections unexpectedly reveal problems, last minute.
- Reports provide full-disclosure protection from future legal claims.

For more information about having your home or listing pre-inspected and Move In Certified, visit:

[MoveInCertified.com](http://MoveInCertified.com)

**That's a lot of money for only a few hours work.**

If you've been in the real estate business for a while you've probably heard someone say during an inspection "That's a lot of money for only a few hours work!" As more and more home inspectors use time-saving, report generating software, include pictures (worth a thousand words) and even generate their reports on-site, they also start to make it look easy. I recently ran across a version of the story in *How to Become a Marketing Superstar*, a book by Jeffrey J. Fox. Anyway, the story goes as follows: Pablo Picasso, the painter, was dining at a restaurant in New York City. A fan introduced herself to him and gushed at how thrilled she was to meet the great artist and how she loved his work. Encouraged by Mr.

Picasso's polite acceptance, the fan begged, "Oh, Mr. Picasso, would you draw me a sketch?" Picasso grabbed some paper, and with a pen, promptly sketched the waiters passing parfaits. As the woman reached for the sketch, Pablo Picasso said, "Madame. That will be \$10,000." Shocked, she replied, "But that only took you 5 minutes." "No Madame," replied Picasso, "it took me 50 years."

Picasso priced his service to its value, not to the cost of manufacture. Picasso did not price his service based on the cost of the paper plus the cost of ink plus some hourly wage... and nor should your inspector.

## OverSeeIt.com

Having a new home built? Remodeling? Repairs? Make sure the work is being performed properly. OverSeeIt.com inspectors offer project oversight, new construction phase inspections, final walk-through inspections, builder warranty inspections, and annual inspections for home and commercial property owners, investor consulting, pre-listing, seller inspections, foreclosure inspections, insurance inspections and general home inspections.

Compliments of your local InterNACHI inspector:

If inspector's business card is missing visit:

[www.InspectorSEEK.com](http://www.InspectorSEEK.com)