



Stoffer Inspections'

Insight

Insight from the Area's Leader in Home Inspections

Stoffer
Inspections, L.C.



Dave Stoffer
Professional Home Inspector

(785) 766-0600

WHAT TO ASK THE CURRENT OWNER

Before Listing

The goal of every Realtor® is to close the sale. But take care not to let enthusiasm blind you to potential problems your clients may face. Curb appeal, nice landscaping, and a great location do not mean obvious problems – such as cracks on the wall, musty smells, or rotting floorboards – should be overlooked.



To help your clients get full disclosure before finalizing a sale, suggest a professional home inspection of the property. You can protect your clients even more fully – and make transactions easier for everyone – by asking some questions of the current homeowner. This is easier to do if the homeowner has listed with you. But it's possible to have a face-to-face conversation with a homeowner who's working with a different Realtor, if one

or more of your clients is interested in the property. You could even request a meeting between both parties, so your clients could ask questions of their own.

The following questions are good “jumping-off points” for such a conversation:

- **Does the home have any structural damage?** Are there any cracks in the walls? Rotting floorboards? Problems with the foundation or water in the basement?
- **Has the roof ever leaked? Was it repaired or completely replaced? How old is the current roof?** Most fiberglass or asphalt-shingle roofs have a lifespan of about 20 years. If the roof is approaching – or past – that age, your client may be facing a hefty replacement bill.
- **Has there ever been a termite problem?** Most homes are inspected for termites prior to sale, but it can't hurt to know the history of infestation.
- **Has the home been tested for the presence of lead-based paint?** A house built before 1960 may have been painted with lead-based paint, which was still used in some

homes constructed during the 1970s. This is a particular concern for clients with young children: Kids are at risk for serious brain injury if they swallow chips of peeling lead-based paint.

- **Has the home has been tested for radon?** Consult both the home inspector and the local chapter of the Environmental Protection Agency about requirements concerning radon levels. Ask if any local residents have encountered this problem.
- **How old are the heating and air conditioning systems?** Make sure you check both, not just the one currently in use.
- **What improvements has the current homeowner made?** Did the homeowner do the job or hire a professional? Can the homeowner supply records concerning the improvement? Was the homeowner satisfied with the quality of the work?

Prospective buyers should use these questions to learn as much as possible about the property. Then they can sign on the dotted line – and you can seal the deal – with confidence. 🏠 🏠 🏠

HOME Safe HOME Part One: Bedrooms

Clients who want to be sure their homes are safe should thoroughly check the house and make improvements necessary to minimize risks of injury within each room.

The first step would be to check the bedrooms. According to the National Fire Prevention Association, almost half of all home fire deaths result from fires that occur while the homeowner is sleeping. So the bedroom is the best place to start when preparing a fire-safety plan.

Rechargeable flashlights should be plugged in at all bedsides. They can be used to signal firefighters or counteract visibility problems that smoke can cause.

Rescue ladders mounted to windowsills create another escape path if hallways or stairwells are unreachable or congested.

Also keep in mind what can cause fire in the first place. Space heaters should be kept at least 3 feet from anything flammable. They should not be left on when no one is in the room.

Bedrooms that aren't childproofed also prove to be hazardous. Window guards should be installed if there are young children in the home. The baby's crib should meet all safety standards and should be placed away from windows and electrical cords. 🏠 🏠 🏠

Home On The Web

Track the upcoming season's storms so you can advise your client to “batten down the hatches” while their home is for sale!

➔ **Tropical Prediction Center**
Nhc.noaa.gov

➔ **Tropical Storm Watch Site**
Fema.gov/fema/trop.htm

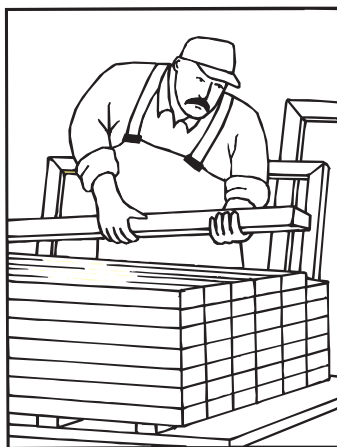
➔ **Storm Information**

Gencode.com/hurricane/hurricane.htm

NEW Building Materials

The National Association of Home Builders reports that the typical new house (i.e., 2,000 square feet) requires the following materials:

Framing lumber	13,127 board-feet
Sheathing	6,212 sq. ft.
Concrete	13.97 tons
Exterior siding material	2,325 sq. ft.
Roofing material	3,100 sq. ft.
Insulation	3,061 sq. ft.
Interior wall material	6,144 sq. ft.
Ducting	120 linear ft.
Windows	15
Cabinets	15 kitchen & 2 others
Kitchen sink	1
Interior doors	12
Closet doors	7
Exterior doors	2
Patio door	1
Garage door	2



Fireplace	1
Toilets	3
Bathtubs	2
Shower stall	1
Bathroom sinks	3
Flooring material	2,085 sq. ft.
Appliances	1 range, 1 dishwasher, 1 garbage disposal, 1 range hood, 1 washer, 1 dryer.

With all of these parts, in an old or new house, it certainly makes sense to get a professional home inspector involved in the real estate transaction! 🏠 🏠 🏠

Electricity & Storms



What should a homeowner do when the power goes out? Advise your client to:

- Check to see if neighbors have lost power, too. If only a single home is affected, a fuse or breaker in the household may be to blame.
- If at least one neighbor is also without power, call the energy company and explain the problem. This will help the company determine how widespread the problem is and identify downed wires, sparks, or other causes of the outage. 🏠 🏠 🏠

Did You KNOW ?

Losses from logging theft in Canada amount to between \$164 million to \$234 million annually according to a report by the Royal Canadian Mounted police. Much of the lumber allegedly ends up as materials to build new homes in the US!

This newsletter contains basic information on the home and general topics of interest. Due to the variations in homes, individual recommendations require a comprehensive evaluation. To reprint any article in this newsletter, please contact our office. © 1996-2004. All rights reserved. (ISJA04)

Stoffer Inspections, L.C. Information

Dave Stoffer provides inspections and is able to explain them to all clients on the most common terms. Stoffer Inspections, L.C. provides 3-D computer generated narrative reports that are both quick and comprehensive. My service also provides digital photography services for complete record keeping. Each Home Inspection includes an evaluation of roofing, electrical, heating and a/c, built in appliances that stay with the home, plumbing and visual structure. Radon screening and septic system inspections are available.

Dave is a certified member of the American Society of Home Inspectors (ASHI) #11750, a charter member and former board member of the Great Plains Chapter of ASHI, and a member of the Pro ASHI Chapter. To obtain certification, members must perform a minimum of 250 home inspections and pass a series of written tests that cover both mechanical and structural aspects of a home. Once certified, members must maintain at least 20 hours of continuing education each year. All of these requirements ensure that your clients will receive a thorough, experienced, ethical and knowledgeable home inspection.



Certified Member of the American Society of Home Inspectors

Stoffer Inspections, L.C.
3910 W. 13th , Lawrence, Kansas 66049
(785) 766-0600 or (800) 966-0601
e-mail: dave@stofferinspections.com

Meet Your Home
Inspector
Dave Stoffer

Visit our web page at
www.stofferinspections.com