



10 Inspection Findings That Could Kill Your Deal

...And What To Do About It

By: Waypoint Property Inspection





Who Am I?

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I like to educate others on home inspections and bring resources to the real estate community.

Why This Class?

We feel a majority of the home inspection issues can be avoided with preparation and communication.

Going over these top 10 inspection findings that may kill deals can help you navigate rough waters while under contract.



Let's Get Started!



1. The Roof

The Issues:

Older roofs, damaged roofs, roof leaks, unprofessional repairs.

If a four point inspection is needed, roofs today need at least 5 years of life left in order to obtain insurance.

In addition, roofs cannot have the following:

- Unprofessional repairs
- Leaks
- Signs of damage or excessive wear





1. The Roof - What To Do About It

If you are buying a property...

- Before going under contract or showing a home, you should know the approximate age of a roof based on MLS or city permitting.
- Knowing the buyer's needs and budget, prep them accordingly.
- Check our website for roof lifespans to see if the roof is a concern.

If you are listing a property...

- Speak with the seller on when their last roof inspection was completed. Consider a roof inspection and repairs. Roof maintenance should be completed yearly.
- Suggest a pre-listing inspection to your seller to understand what an inspector would call out first.

2. HVAC Issues - The Finding

The Problem -

- HVAC is older, is not working well, or is not working at all.
- Home inspectors look for a temperature differential between 14-24 degrees.





2. HVAC Issues - What To Do About It

If you are buying a property...

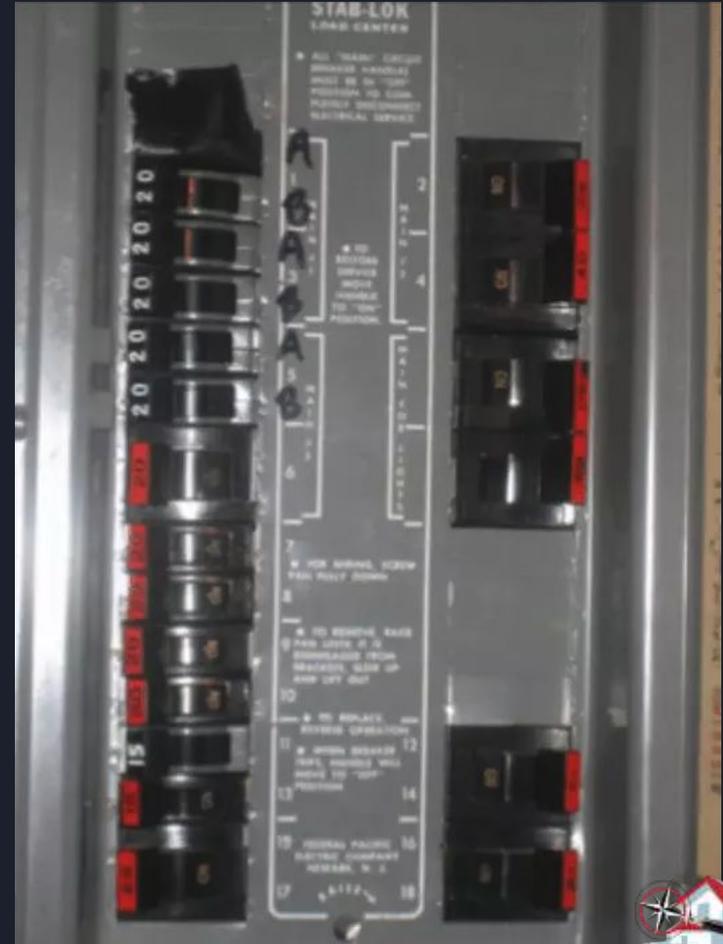
- Know the age of the unit and if it has been serviced recently.
- Prep your buyers if the unit is older or hasn't been serviced. Ensure budgets allow for servicing or repairs if needed.
- If issues arise, request the unit be serviced. HVAC systems should be serviced twice a year!

If you are selling a property...

- Know the age and if it has been serviced.
- Have the unit serviced before listing the property if it has not been serviced in over a year!
- Show that the unit has been serviced to potential buyers.

3. Electrical Issues

- Outdated electrical wiring
- Outdated electrical panels
- Electrical safety issues
- Or anything that could appear on a 4 point inspection!





3. Electrical Issues - What To Do About It

If we are buying a property...

- Look at the electrical panel.
 - Sylvania Zinsco, FPE, Fuse Boxes, Challenger
- Look for GFCI's & two prong outlets
- If the home is older, has the electrical system been updated?

If we are selling a property...

- Look at the electrical panel.
- Look for GFCI's & two prong outlets
- If the home is older, has the electrical system been updated? Call an electrician or home inspector beforehand!

4. Water Intrusion

The Issues:

- Roof Leaks
- Stucco Leaks
- Plumbing Leaks

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4. Water Intrusion - What To Do About It

If you are buying a property...

- Check for poor maintenance. Poor paint. Dirty Roof. Overgrown vegetation. High mulch.
- Walk through the home and look for stains low to the walls, around windows, or on ceilings.

If you are selling a property...

- Clean up the outside of the home. Keep vegetation away from the home.
- Walk through the home and look for stains low to the walls, around windows, or on ceilings.

5. Mold

The Issues:

- Signs of microbial growth.
- People who have allergic reactions to mold.





5. Mold - What To Do About It

If you are buying a home...

- Be sure to ask your clients if they any known allergies towards mold. Some people are more sensitive than others.
- If the home has been unmaintained, there is a higher chance of mold.
- Consider mold testing. This helps finds issues before someone moves into the home.

If you are selling a home...

- If the home has been sitting vacant consider mold testing. It is more likely leaks go unnoticed and A/Cs are left off which lead to mold.

6. Structural Settlement

The Issues:

- Older homes can have signs of structural settlement.
- Some newer homes can have signs of structural settlement.

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6. Structural Settlement - What To Do About It

If you are buying a home...

- If it is an older home, you can check for signs of movement yourself.
 - Doors not closing.
 - Cracks greater $\frac{1}{8}$ inch.
 - Slanted floors.
 - Ponding water at the exterior.
- Check with your home inspector and hire a structural engineer for further evaluation.

If you are selling a home...

- Look for signs of movement when doing a walkthrough of the home.
- Ask the seller if they ever noticed cracking if it is an older home.
- Consider a pre-listing inspection.

7. Termites

The Issues:

- Evidence/Signs of Termites.
- Live Termites.



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7. Termites - What To Do About It

If you are buying a home...

- Check with the seller to see if they have an active bond.
- The type of termites can lead to different options.

If you are selling a home..

- Keep your home maintained.
- Keep your bond active or treat the home (all homes should be treated).
- Remove all evidence of termites after treatment.

8. Grading Issues

The Issues:

- Grading that slopes towards the home.
- Can lead to water intrusion.
- Can lead to structural problems.
- Can lead to wood destroying organisms.





8. Grading Issues - What To Do About It

If you are buying a home...

- Check to see what damage could have occurred if this is an old issue.
- Fix it right away.

If you are selling a home...

- Add gutters and extensions!
- Fix the grading before inspectors arrive. I.e. add or remove soil.
- Repair any damage left by poor grading.

9. Polybutylene

The Issues:

- Polybutylene can leak at the connections.
- Homeowners can struggle getting insurance.
- Commonly found in 1990s homes.
- We should be cautious about homes with only copper stub outs.



9. Polybutylene - What To Do About It

If you are buying a home...

- A buyer may not really have a choice but to find a way for the poly to be removed and replaced.

If you are selling a home...

- Consider a pre-listing inspection to find it first.
- If you have poly, be honest about it. Work with a buyer if you cannot replace it yourself.



10. Drainage Pipes

The Issues:

- Cast Iron Drain Lines
 - Installed before 1970s.
 - At the end of life.
- Orangeburg Drain Pipes
 - First used in 1860s.
 - Very rare, but definitely outdated.
- It is common for homes to have partially replaced drain lines. So while home inspectors can see PVC, it may not all be replaced.



10. Drainage Pipes - What To Do About It

If you are buying a home...

- Consider a sewer scope inspection to find the condition of the drain lines.

If you are selling a home...

- Consider a sewer scope inspection to find the condition before you list the home.
- Decide on your best course of action after finding out the condition.





Final Thoughts

The key is due diligence and transparency for a smooth transaction.

Sometimes you cannot prepare for everything and repairs or replacement is needed.

For more information on any of these topics, visit our blog.

<https://waypointinspection.com/blog/>

View our recommended contractors list:

<https://waypointinspection.com/recommended-contractors/>.



Thank You!

