

# Inspection Issues Don't Have to Kill a Contract — If You Prepare Wisely

I have always enjoyed "knowing things," and, for me, one of the rewards of being in real estate has been the education I continue to receive on how homes are built, how they should be maintained and how to recognize likely inspection issues for my buyers.

For my sellers, this translates into useful advice about issues that could arise during the crucial inspection that is the first hurdle during the contract period.

For example, when I see that the electrical breaker panel is Federal Pacific brand, which lost its UL certification, I can give a heads-up that the inspector will likely bring this to the attention of the buyer who will then demand that the electrical service be replaced — a \$2,000 expense, on average.

In forced hot air furnaces, a dirty filter or one installed the wrong way is a "red flag" guaranteed to produce a demand that the furnace be

cleaned and certified, costing \$200. Downspout extensions are important to keep run-off from affecting the foundation or, just as serious,

seeping into your basement. Inspectors look for this and also report if the ground is not sloped away from the foundation.

Carbon monoxide detectors must be installed within 15 feet of every bedroom at the time of offering your home for sale, not just prior to closing.

The inspector will run every appliance and test every outlet for polarity using a simple device I keep in my car and that you can buy at a hardware store. He'll check whether each outlet within 5 feet of a water source is a ground fault interrupt (GFI) outlet. You can easily test (or install) those outlets before the inspector arrives to reduce the laundry list of issues that could scare a buyer into terminating.

An inspector, Kevin Yuran (303-918-3846), has prepared, with feedback from me, a pre-inspection checklist for sellers. If you'd like a copy of it, please email me.

Remember, the inspection process is a second negotiation point, just as critical as the price negotiation when you first go under contract. You can respond by saying you'll fix this but not that, or that you'll pay "x" dollars in closing costs in lieu of making this or that repair. But if the two parties don't reach agreement on what will and will not be addressed, the contract automatically terminates.

Also, remember that your agent knows good vendors for each needed repair. Always seek referrals from your agent instead of seeking out vendors who might disappoint or, worse, defraud you.

*Don't forget the Tour of Solar & Green Homes this Saturday, 9-4! See [JimSmithColumns.com](http://JimSmithColumns.com) for the sign-up links. I promise you'll enjoy it!*

## REAL ESTATE TODAY



By JIM SMITH, Realtor®

## This Week's Featured New Listing:

### Candlelight Home Is Big Where It Counts

Candlelight Valley is a special subdivision of high-end homes adjacent to Van Bibber Open Space Park. This particular home is at **14541 W. 56th Place**, and is the only home built with a detached garage/boathouse/workshop over 800 sq. ft. in size. Together with the attached 3-car garage, there is indoor parking for at least 5 cars, leaving plenty of room for whatever we men do in garages! The master suite will win the heart of the feminine side with its L-shaped closet that goes beyond the concept of "walk-in." It is a room in itself, so big I had to create a panoramic photo of it for the virtual tour. With 5,764 square feet of finished space, this home has 5 bedrooms, 5 baths, both a great room and family room, a main floor study and so much more. Visit me there **Saturday, Oct. 2nd, 1-4 pm.**



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