

Inspecting and Dealing With Inspection Issues Is Crucial to the Buying Process

Sellers and their listing brokers are required by law to disclose all known defects to prospective buyers, and buyers should get and study the Seller's Property Disclosure and share it with their inspector prior to conducting a professional inspection of the home they are buying. This form is to be completed by the seller "to the seller's current actual knowledge," but should not be counted on.

As a buyer, you absolutely **must** hire a professional inspector who will perform an overall inspection of every system and appliance within the house. Your inspector will ask if you want to do a radon test or a sewer scope, both of which cost extra. **Say "yes" to both those services.**

Radon is a naturally occurring gas produced from the decay of uranium, and has been reported to cause more lung cancers than cigarette smoking. If the testing shows a level above the EPA's action level of 4.0 picocuries per liter of air, you will want to include mitigation of radon among your inspection demands.

At Golden Real Estate, we purchased a handheld device, available at Ace Hardware, which quickly provides an **approximation** of the level of radon gas but should not be confused with a professional measurement done by your inspector. However, I like to put it in the home's basement right after going under contract, so my buyer can see whether it's worth the expense of a professional measurement, which can cost several hundred dollars. (I also place this device in the basements of homes I list, to give the seller a heads-up on whether to expect radon mitigation as one of the

buyer's inspection demands.) Sewer scopes only cost \$100-200 and are money well spent, because if they reveal a problem requiring excavation, that could cost thousands of dollars.

Schedule the inspection early, because your inspector may recommend additional inspections by an electrician, a plumber, a structural engineer, a roofer or other specialist based on what he saw.

Keep in mind that money spent on all such inspections is money well spent, because you can reasonably demand that the seller fix serious issues uncovered by your inspector.

Your broker should be able to recommend an inspector that he or she trusts. Even if your broker is new and hasn't had significant experience with inspectors for other buyers, his or her managing broker will be able to make a good recommendation. With over two decades of representing buyers under my belt, you can be sure that I have sound, professional inspectors to recommend, and so do my broker associates.

If you're a seller, you've probably heard recommendations that you do a **pre-listing inspection** of your home, but I don't recommend that. You need to disclose all defects you know about, and any listing agent worth his salt (and his license to practice real estate) won't work with you if you aren't completely honest and forthcoming about every known defect in your home. All inspections are the buyer's responsibility and expense. Let your buyer alert you to defects you aren't yet aware of.

(**Note:** If your buyer terminates after sending you their inspection report, you **now know** about those additional defects, and you'll have

to revise your seller's property disclosure accordingly.)

As a seller, you should only fix defects that might cause buyers not to submit a contract. Leave other fixes to be demanded by the buyer. For example, your furnace may be at the end of its expected lifespan, but don't replace it. Disclose its age in the SPD, of course, and expect that the buyer will ask for it to be replaced, but keep that as a bargaining chip if the buyer submits a long list of inspection demands. Then agree to replace it, and, because it's a big

ticket item, you may be able to deny any number of lesser fixes demanded by your buyer.

Green Homes Tour Lectures

In advance of the Oct. 5th Metro Denver Green Homes Tour, two free lectures are offered. On **Sept. 26th**, there's a presentation on **home energy conservation, heat pumps and rooftop solar**. On **Oct. 3**, Xcel Energy will explain the **rebates offered** under the Inflation Reduction Act as well as by Xcel. Both events are at 7 p.m. at **Jefferson Unitarian Church, 14350 W. 32nd Ave., Golden**



Clients Post Positive Reviews of Our Agents & Me

Chuck Brown is a superb Realtor. He is very knowledgeable regarding the market, very proactive and highly professional. Chuck was great at identifying potential properties that met our criteria, he moved very quickly to show us potential properties and his analysis of property values was on point and very thorough. Chuck was extremely proactive and responsive in his communications with us. Chuck went above and beyond our expectations. My wife and I have done six real estate transactions and we think Chuck is the best Realtor ever. We would highly recommend Chuck to other home buyers. — **S. Diamond**

Dave Dlugasch did a phenomenal job working with us! We were not easy buyers because of an extensive "wish list" and he did his homework on each property we looked at until we found the right one. He gave us great advice and was very supportive of all our questions throughout the entire process. — **M. Madigan**

Based on **Jim Smith's** knowledge, experience, and expertise in the real estate arena, we decided to work with him when it came time to downsize. We used Jim and his real estate firm to both purchase the new home and then sell our existing property. All communication with Jim has been top notch. In addition, he provided all packing materials along with free use of the company's moving truck and labor to make our move. It was a great experience from start to finish! — **R. Trujillo**

Greg Kraft was knowledgeable and professional. He was very easy to work with and was super proactive in searching the listings. That was a key in managing to buy the townhome in a very competitive market. He was also very responsive and communicated really well with us and the listing agents. We would recommend him without reservation. — **J. Knight**

Jim Swanson was kind and patient while listening to my questions. He helped me to translate the real estate language and manage the sale process. He connected the dots, allowing me to make good decisions, maintain my personal integrity and profit from the sale when a great offer came to the forefront. Jim, thank you for putting communication and community first. — **N. W.**

Kathleen Jonke is a knowledgeable, efficient and hard working broker. Her availability and response time were exceptional. — **K. Wiig**

Just Listed: 1-Acre Lot in Coal Creek Canyon

This wonderful 1.02-acre parcel at **34251 Skyline Drive** in Coal Creek Canyon is waiting for you. Make your mountain living dreams come true. It's an easy commute to Golden and Boulder and about a 40-minute drive to Denver. This lot is priced to sell! Come take a look and let your imagination picture yourself in this beautiful neighborhood. Visit the local Canyon Tavern for music and a burger, and Wondervu Cafe for authentic Mexican food. Nearby Gross Reservoir is a popular spot for paddleboarding, canoeing and kayaking. An added bonus to this property is there is no HOA! See more pictures and plat at www.GRElistings.com. Then call **David Dlugasch** at **303-908-4835**. **Note:** Seller offers 3% buyer broker compensation.



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Golden Real Estate lists and sells residential properties across the entire metro area.