

TERMITES AND RADON AND MOLD, OH MY!

GUIDING YOUR CLIENTS THROUGH
“SCARY” INSPECTION ISSUES



NOTICE TO STUDENTS

Approved School

At Ease Real Estate School is an approved real estate school through the Georgia Real Estate Commission (License #8013). License renewal date is 12/31/2021.

Course

Preventing Deal Killers: Using A SmartCheck List is an 3 hour, in-class and virtual, continuing education course.

NOTICE TO STUDENTS

Attendance Policy

Students must be on time and present for all in-class hours in order to receive credit for the course. The make up policy requires absent students to take the class again at a future date.

NOTICE TO STUDENTS

Prohibition of Recruitment

"No recruiting for employment opportunities for any real estate brokerage firm is allowed in this class or on the school premises. Report promptly any effort to recruit on behalf of a brokerage firm by anyone including a fellow student to John Battaglia, School Director at 770-765-6869 or the Georgia Real Estate Commission.".

NOTICE TO STUDENTS

- **Cameras on for credit**
- **Use chat for questions**
- **Break half way through**
- **Stay till end and enter license # for credit**

INTRODUCTION



OUR GOAL FOR TODAY

**Empower you to quickly and confidently
handle “scary” inspection issues.**

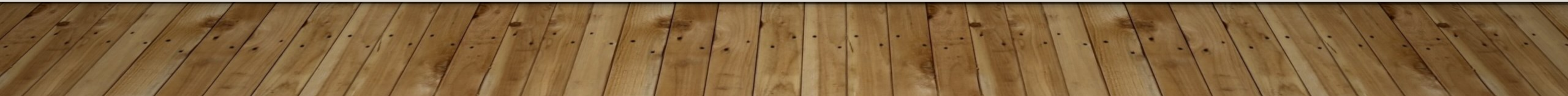
OBSERVATIONS

- 1. Agents with a plan look like heroes**
- 2. Informed clients are not easily scared**



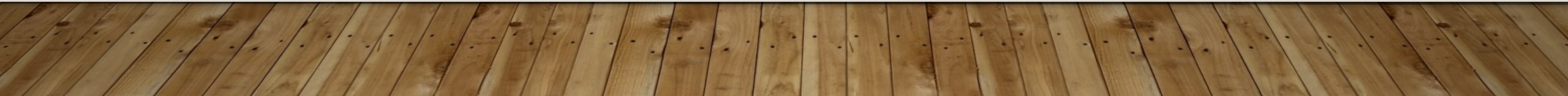
WHAT IS A HOME INSPECTION?

A home inspection is a limited, non-invasive examination of the condition of a home, often in connection with the sale of that home.

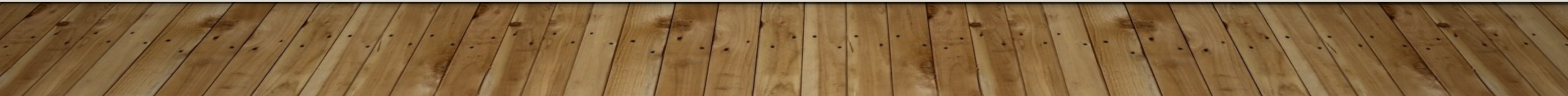


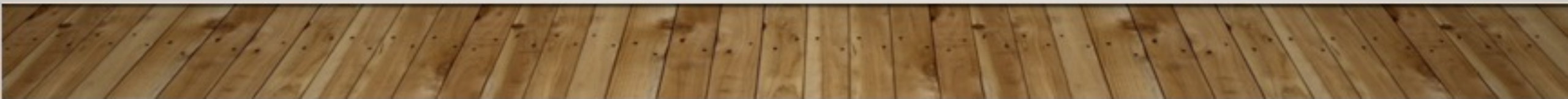
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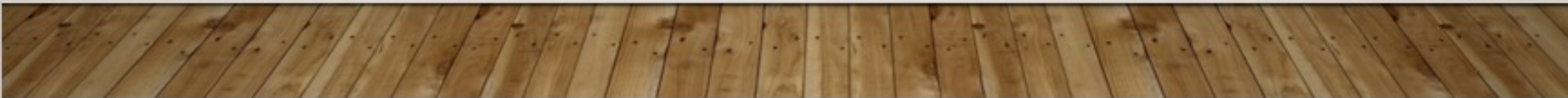
TRENDS IN THE INSPECTION WORLD





HOME INSPECTION TRENDS

- **ADVANCED EQUIPMENT**



HOME INSPECTION TRENDS

- **Advanced Equipment**
- **Way More Services**
 - Thermal Imaging
 - Radon Testing
 - Mold Testing
 - Sewer/Septic Inspections
 - Termite Letters
 - Pool Inspections
 - Drones
 - Multi-Phase New Construction

HOME INSPECTION TRENDS

- **Advanced Equipment**
- **Way More Services**
- **“Microwaveable” Inspectors**

WHAT ARE THE REQUIREMENTS TO BECOME A HOME INSPECTOR IN GEORGIA?

PROTECTING YOUR CLIENTS

- **What types of insurance does the inspector have?**

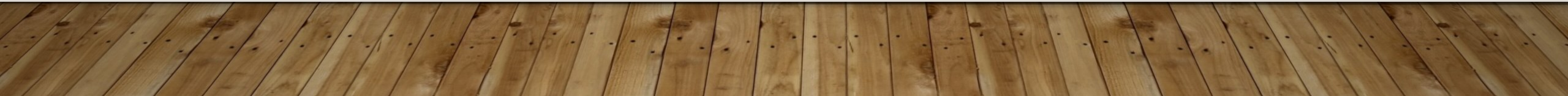


HOME INSPECTION TRENDS

- **Advanced Equipment**
- **Way More Services**
- **“Microwaveable” Inspectors**
- **New Valuable Asset**

WHAT DO THESE CHANGES MEAN?

More opportunities for your clients to...





OUR GOAL FOR TODAY

**Empower you to quickly and confidently
handle “scary” inspection issues.**

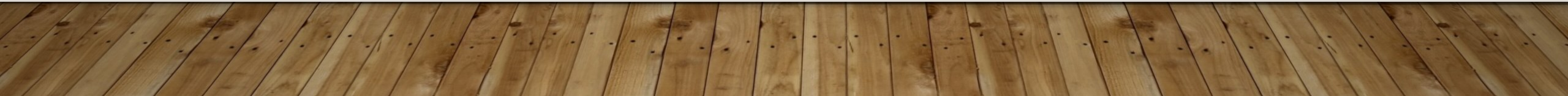
RADON

86

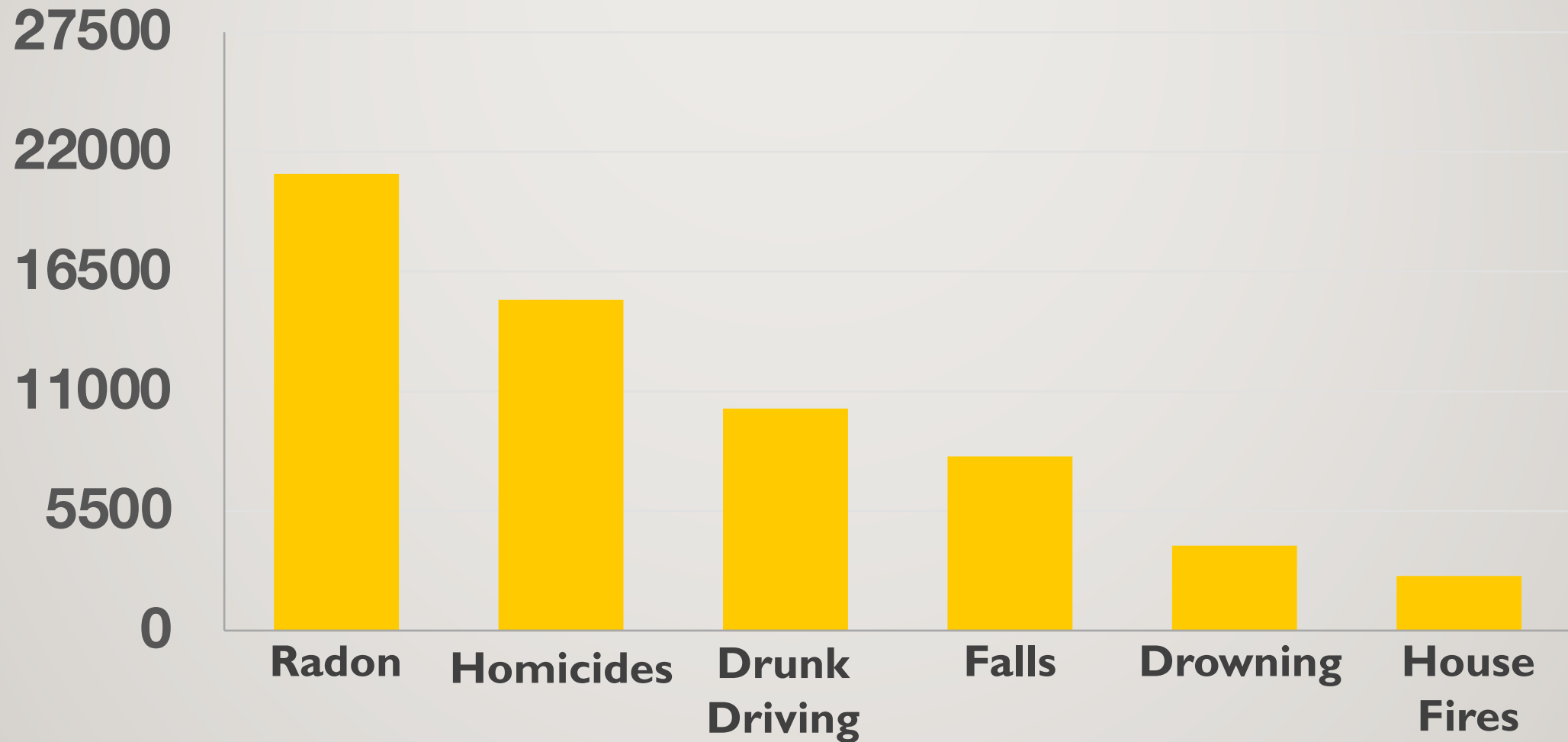
Rn

[222]

WHAT IS YOUR EXPERIENCE WITH RADON?



NUMBER OF DEATHS PER YEAR



Radon numbers taken from the **EPA's Assessment of Risks from Radon in Homes**, 2003.
Other numbers taken from the CDC, NFPA, and DMV

RADON



What is it?



Health Risks



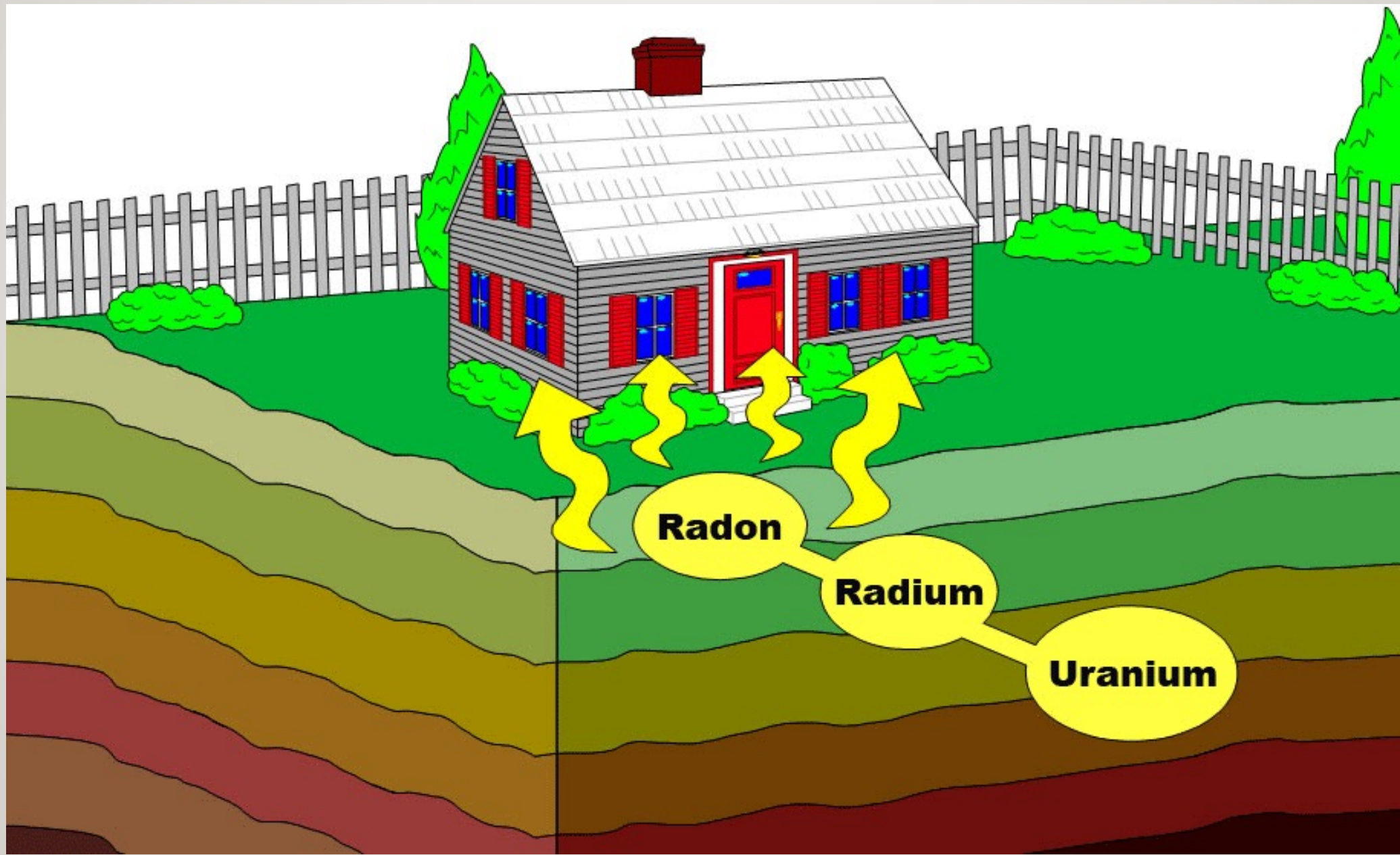
GA Homes



**Testing &
Mitigation**

WHAT IS RADON?

**Radon is an invisible,
cancer-causing radioactive gas.**





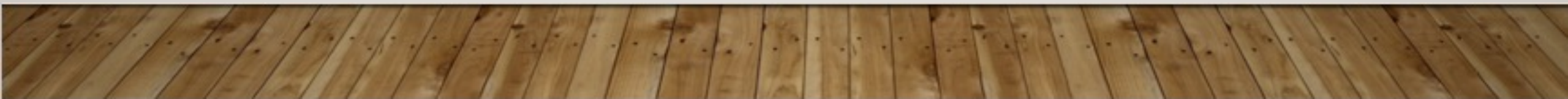
1 H Hydrogen																	2 He Helium		
3 Li Lithium	4 Be Beryllium													5 B Boron	6 C Carbon	7 N Nitrogen	8 O Oxygen	9 F Fluorine	10 Ne Neon
11 Na Sodium	12 Mg Magnesium													13 Al Aluminium	14 Si Silicon	15 P Phosphorus	16 S Sulfur	17 Cl Chlorine	18 Ar Argon
19 K Potassium	20 Ca Calcium	21 Sc Scandium	22 Ti Titanium	23 V Vanadium	24 Cr Chromium	25 Mn Manganese	26 Fe Iron	27 Co Cobalt	28 Ni Nickel	29 Cu Copper	30 Zn Zinc	31 Ga Gallium	32 Ge Germanium	33 As Arsenic	34 Se Selenium	35 Br Bromine	36 Kr Krypton		
37 Rb Rubidium	38 Sr Strontium	39 Y Yttrium	40 Zr Zirconium	41 Nb Niobium	42 Mo Molybdenum	43 Tc Technetium	44 Ru Ruthenium	45 Rh Rhodium	46 Pd Palladium	47 Ag Silver	48 Cd Cadmium	49 In Indium	50 Sn Tin	51 Sb Antimony	52 Te Tellurium	53 I Iodine	54 Xe Xenon		
55 Cs Caesium	56 Ba Barium	57 La Lanthanum	72 Hf Hafnium	73 Ta Tantalum	74 W Tungsten	75 Re Rhenium	76 Os Osmium	77 Ir Iridium	78 Pt Platinum	79 Au Gold	80 Hg Mercury	81 Tl Thallium	82 Pb Lead	83 Bi Bismuth	84 Po Polonium	85 At Astatine	86 Rn Radon		
87 Fr Francium	88 Ra Radium	89 Ac Actinium	104 Rf Rutherfordium	105 Db Dubnium	106 Sg Seaborgium	107 Bh Bohrium	108 Hs Hassium	109 Mt Meitnerium	110 Ds Darmstadtium	111 Rg Roentgenium	112 Cn Copernicium	113 Nh Nihonium	114 Fl Flerovium	115 Mc Moscovium	116 Lv Livermorium	117 Ts Tennessine	118 Og Oganesson		

58 Ce Cerium	59 Pr Praseodymium	60 Nd Neodymium	61 Pm Promethium	62 Sm Samarium	63 Eu Europium	64 Gd Gadolinium	65 Tb Terbium	66 Dy Dysprosium	67 Ho Holmium	68 Er Erbium	69 Tm Thulium	70 Yb Ytterbium	71 Lu Lutetium
90 Th Thorium	91 Pa Protactinium	92 U Uranium	93 Np Neptunium	94 Pu Plutonium	95 Am Americium	96 Cm Curium	97 Bk Berkelium	98 Cf Californium	99 Es Einsteinium	100 Fm Fermium	101 Md Mendelevium	102 No Nobelium	103 Lr Lawrencium

We measure radon in picocuries per liter (pCi/L).

A curie = radioactivity given off by 1 gram of radium

A picocurie is one trillionth of a curie.



RADON



What is it?



Health Risks



GA Homes



**Testing &
Mitigation**

MYTH OR FACT?

“There is no real scientific evidence to show that radon is a problem.”

**WHO HANDBOOK ON
INDOOR RADON**

A PUBLIC HEALTH PERSPECTIVE



**Over 100 contributing
scientists and doctors,
from 25 different
countries around the
world.**

Abstract

“Epidemiological studies confirm that radon in homes increases the risk of lung cancer in the general population.”

“Radon is the second most important cause of lung cancer after smoking in many countries.... it is the primary cause of lung cancer among people who have never smoked.”

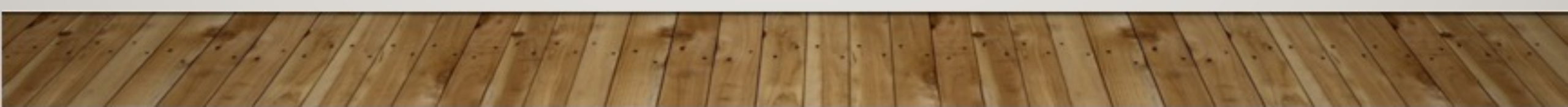


MYTH OR FACT ?

**“Radon is in the air everywhere -
indoors and outdoors - you can’t really
avoid breathing it.”**

Outdoor radon average = .3 pCi/l

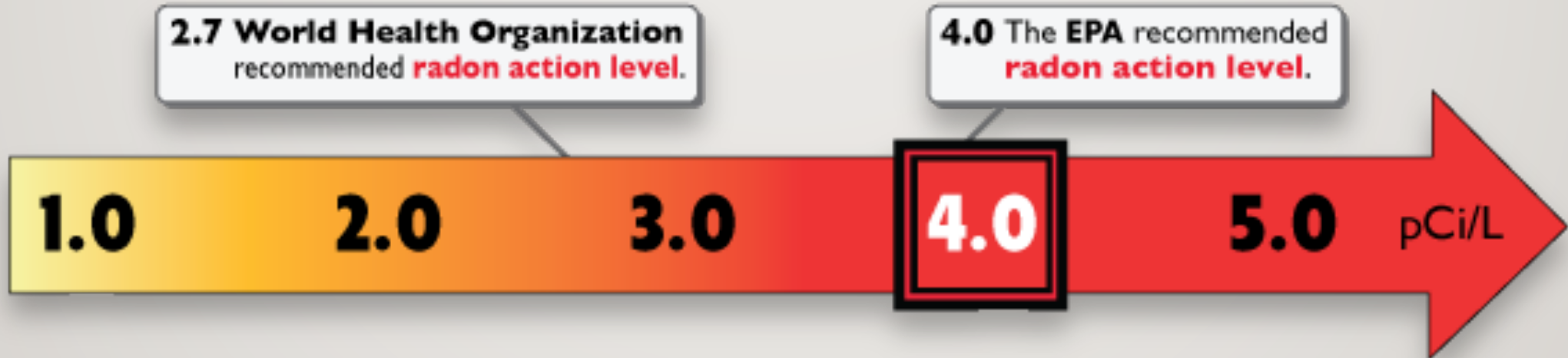
**There is no evidence to show that levels
this low will have a significant impact.**



MYTH OR FACT ?

“The radon test results were right at 4.0 pCi/L so its probably not that big of a deal.”

HOW MUCH IS TOO MUCH?



HOW MUCH IS TOO MUCH?

4.0 pCi/L =

- **300 chest X-rays per year**
- **Smoking ½ pack of cigarettes per day.**

U.S. SURGEON GENERAL HEALTH ADVISORY

“Indoor radon is the second-leading cause of lung cancer in the United States and breathing it over prolonged periods can present a significant health risk to families all over the country. It’s important to know that this threat is completely preventable...”

U.S. SURGEON GENERAL HEALTH ADVISORY

“Indoor radon is the second-leading cause of lung cancer in the United States and breathing it over prolonged periods can present a significant health risk to families all over the country. It’s important to know that this threat is completely preventable. Radon can be detected with a simple test and fixed through well-established venting techniques.”

RADON



What is it?



Health Risks

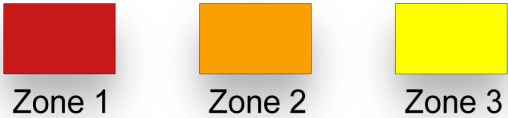


GA Homes

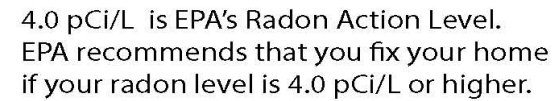


**Testing &
Mitigation**

<http://www.epa.gov/radon/zonemap.html>



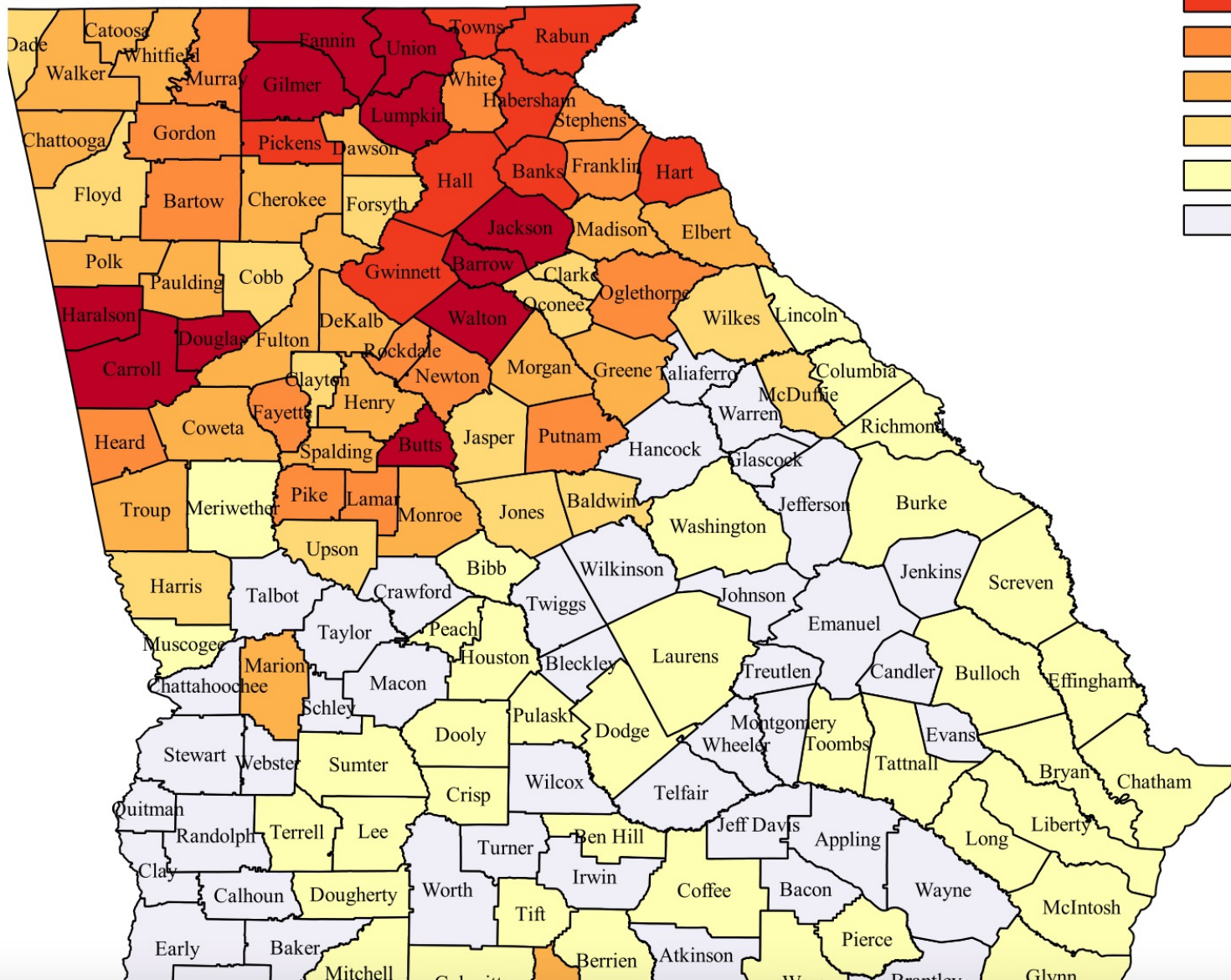
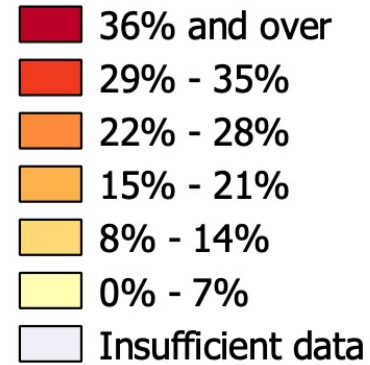
Percentage of homes tested with levels 4.0 pCi/L and above



Data reflect test results from radon kits distributed through the UGA Extension Radon Program from March 2003 to May 2014.

Radon Levels in Georgia Counties*

Percentage of homes tested with levels 4.0 pCi/L and above

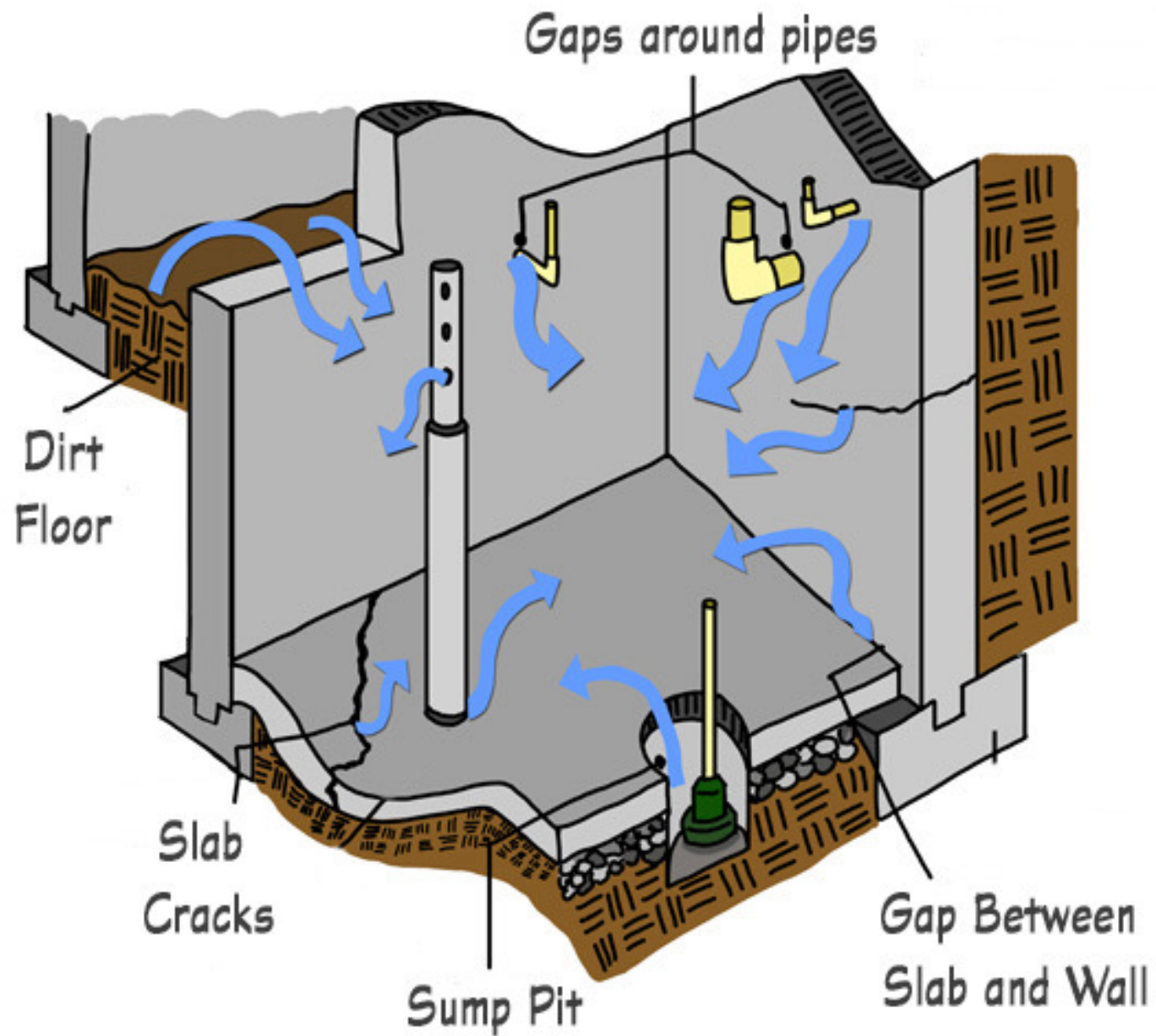


4.0 pCi/L is EPA's Radon Action level.
EPA recommends that you fix your home
if your radon level is 4.0 pCi/L or above.

*testing data are from individuals who self-selected to test their homes for radon.



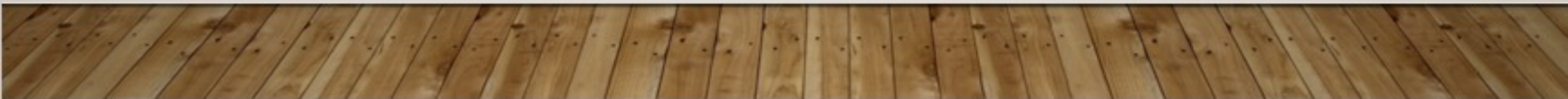
UNIVERSITY OF GEORGIA
EXTENSION



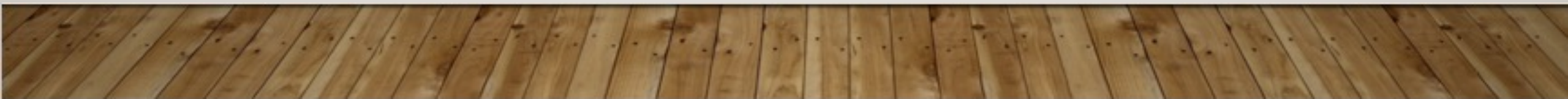
MYTH OR FACT ?

“You only need a radon test if the house has a basement.”

**The EPA and the Surgeon General
recommend testing all homes for radon.**



**We regularly find radon levels in the
10-20 pCi/l range on slab homes.**



MEASUREMENT SUMMARY



LEVEL OF RADON

MINIMUM
7.1 pCi/L

AVERAGE
11.7 pCi/L

MAXIMUM
21.0 pCi/L



TEMPERATURE

MINIMUM
74.8 °F

AVERAGE
75.3 °F

MAXIMUM
75.9 °F



HUMIDITY

MINIMUM
62.0 %rH

AVERAGE
63.2 %rH

MAXIMUM
67.5 %rH



ATMOSPHERIC PRESSURE

MINIMUM
28.9288 inHg

AVERAGE
28.9611 inHg

MAXIMUM
29.0150 inHg

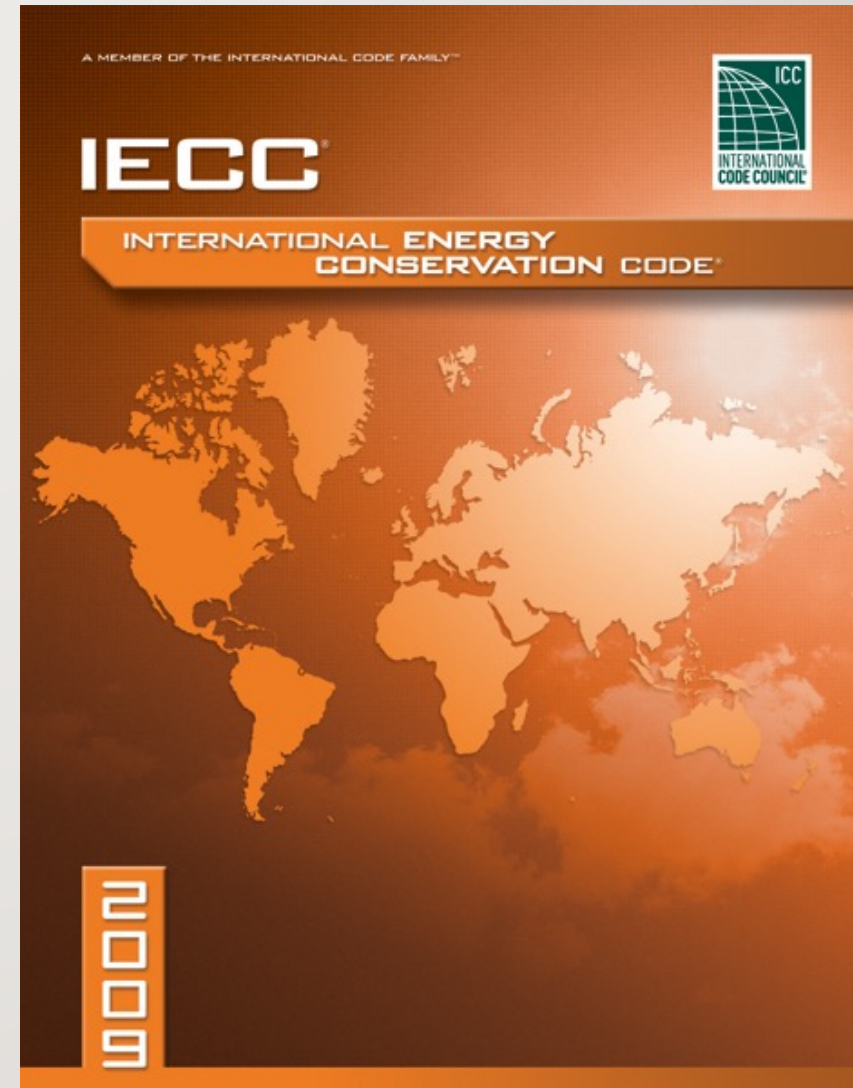
What about condos?



MYTH OR FACT ?

“It’s a brand new house so it shouldn’t have any problems with radon.”

**Modern homes are
being built tighter
than older homes...
they are less likely
to breathe.**



RADON



What is it?



Health Risks

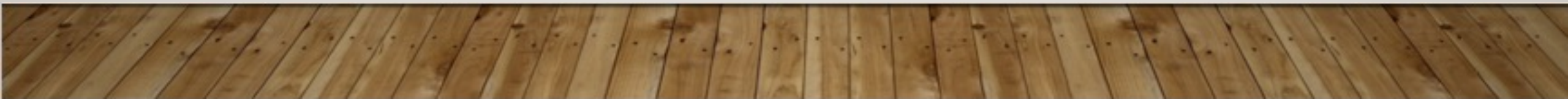


GA Homes



**Testing &
Mitigation**

What Should Be Used to Test for Radon?



TYPES OF RADON DEVICES



PASSIVE RADON TESTS



ACTIVE RADON TESTS

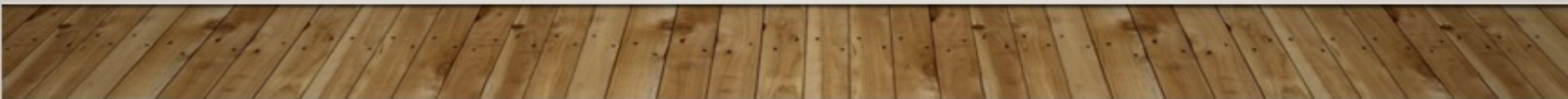


AIRTHINGS WAVE RADON DETECTOR



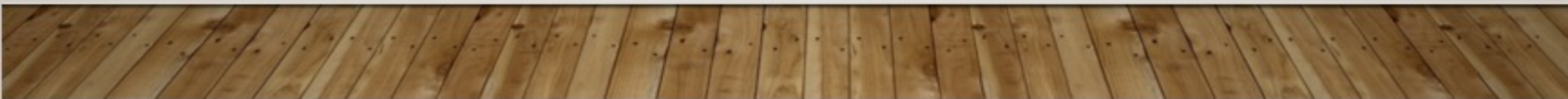
When Should You Test for Radon?

- 1. Every 2 years**
- 2. When buying a home.**



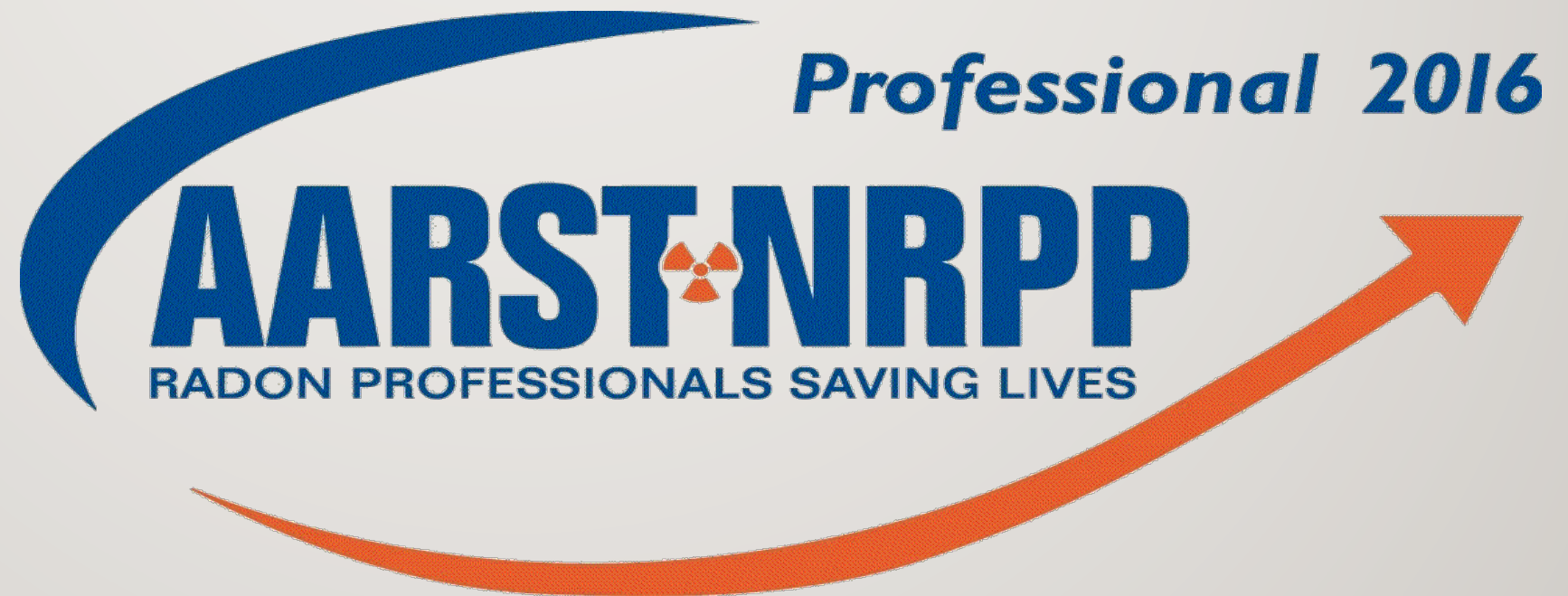
Who Should Test for Radon?

- 1. Homeowners can test their own home**
- 2. “When testing in association with a real estate transaction, it is strongly recommended that testing be conducted by a qualified radon measurement professional.”**



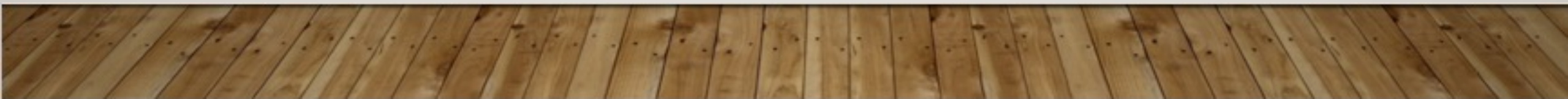
Who Should Test for Radon?

What is a “qualified radon measurement professional”?



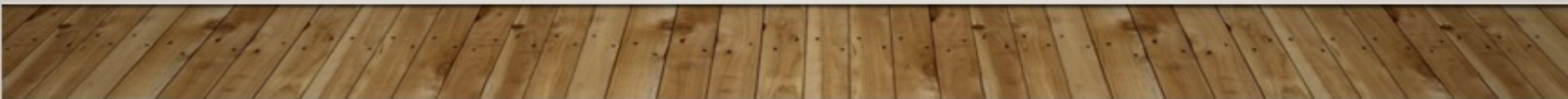
Where Should You Test for Radon?

- **Lowest livable level of the home.**
- **3' away from doors and windows**
- **Not in bathrooms, laundry, or kitchen**
- **Not near fans, furnaces, or drafts**
- **Not on granite countertops**



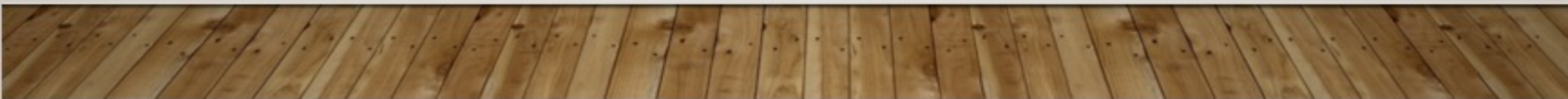
The following can result in an invalid radon test:

- 1. Failure to maintain “closed house conditions”**



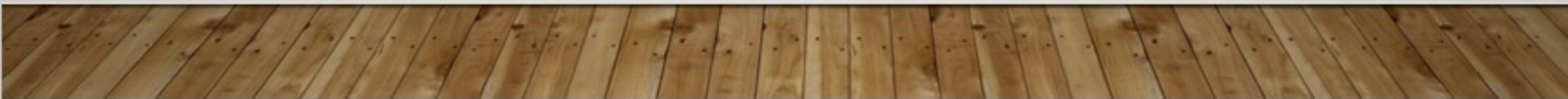
Closed House Conditions

- **Windows and doors closed (except normal entry/exit)**
- **No fireplaces or whole house fans**
- **Closed 12 hours prior to start of test**



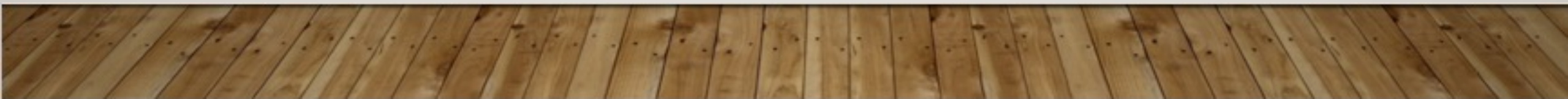
The following can result in an invalid radon test:

- 1. Failure to maintain “closed house conditions”**
- 2. Improper placement of the radon monitor**



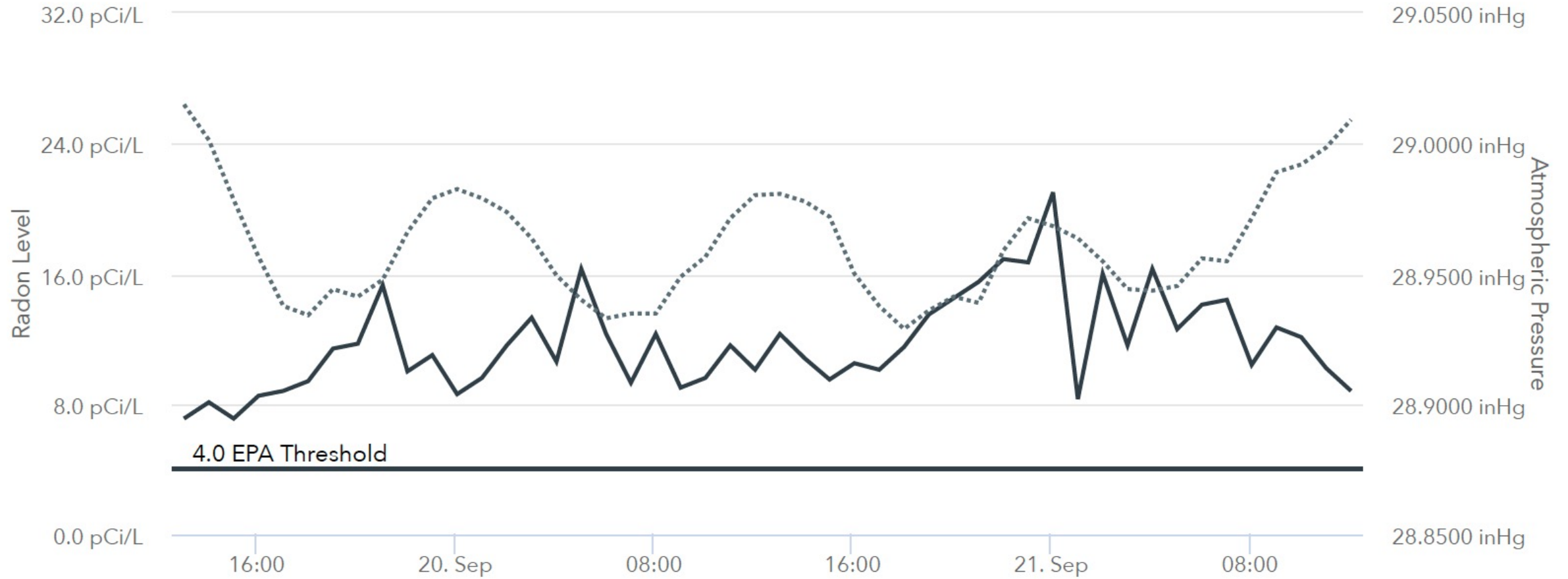
Weather

“Avoid testing during unusual local severe weather if the test period is less than four days. When severe conditions occur, retesting may be appropriate.”



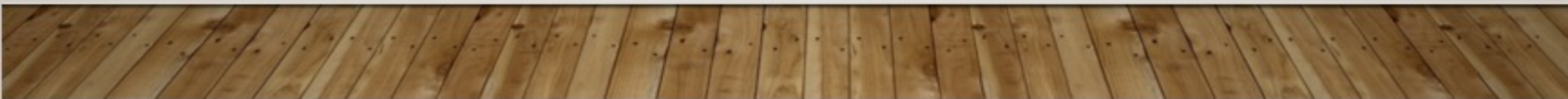
GRAPH

— Radon Level
.... Atmospheric Pressure



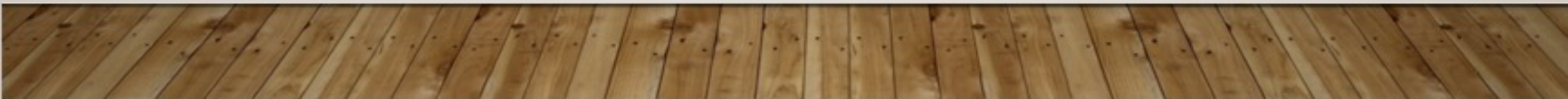
The following can result in an invalid radon test:

- 1. Failure to maintain “closed house conditions”**
- 2. Improper placement of the radon monitor**
- 3. “Unusual local severe weather”**



The following can result in an invalid radon test:

- 1. Failure to maintain “closed house conditions”**
- 2. Improper placement of the radon monitor**
- 3. “Unusual local severe weather”**
- 4. Improperly calibrated radon monitor**



MONITOR INFORMATION



Serial Number: 2700006584

Calibration Date: 2021-05-09

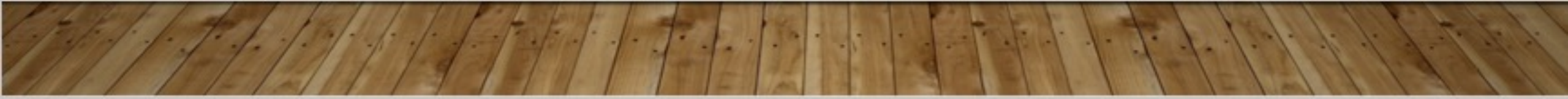
Calibration Expiration Date: 2022-05-09

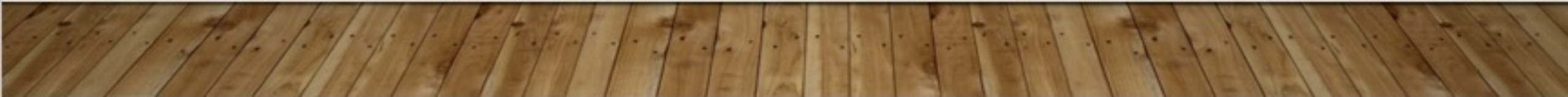
Manufacturer: Airthings

Model: Corentium Pro

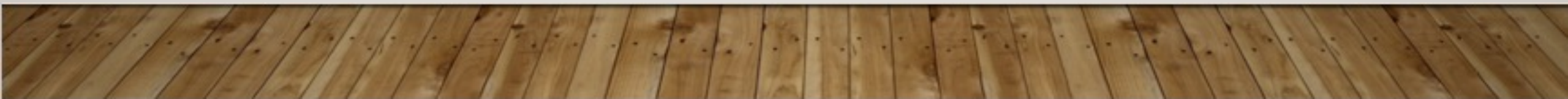
Noninterference Controls: Corentium Pro uses a motion sensor to detect movement of the monitor during the measurement. It also records hourly temperature, humidity, and atmospheric pressure data to detect if closed-building conditions may have been broken during the measurement.

WHAT IF A TEST COMES BACK ELEVATED?

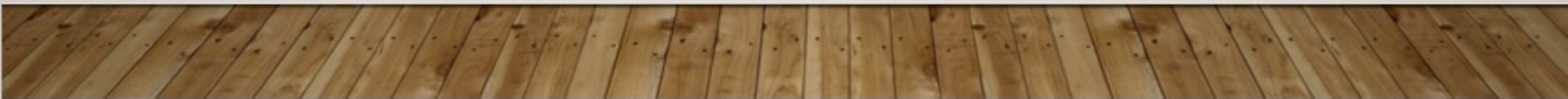




**An elevated radon test is never a good
reason to not buy a home.**

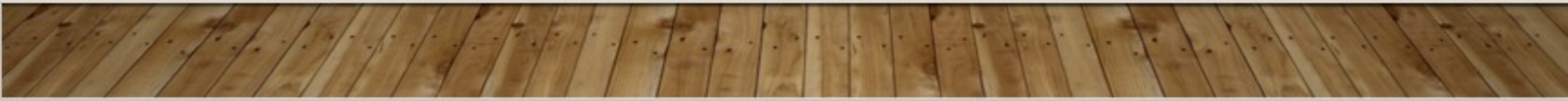


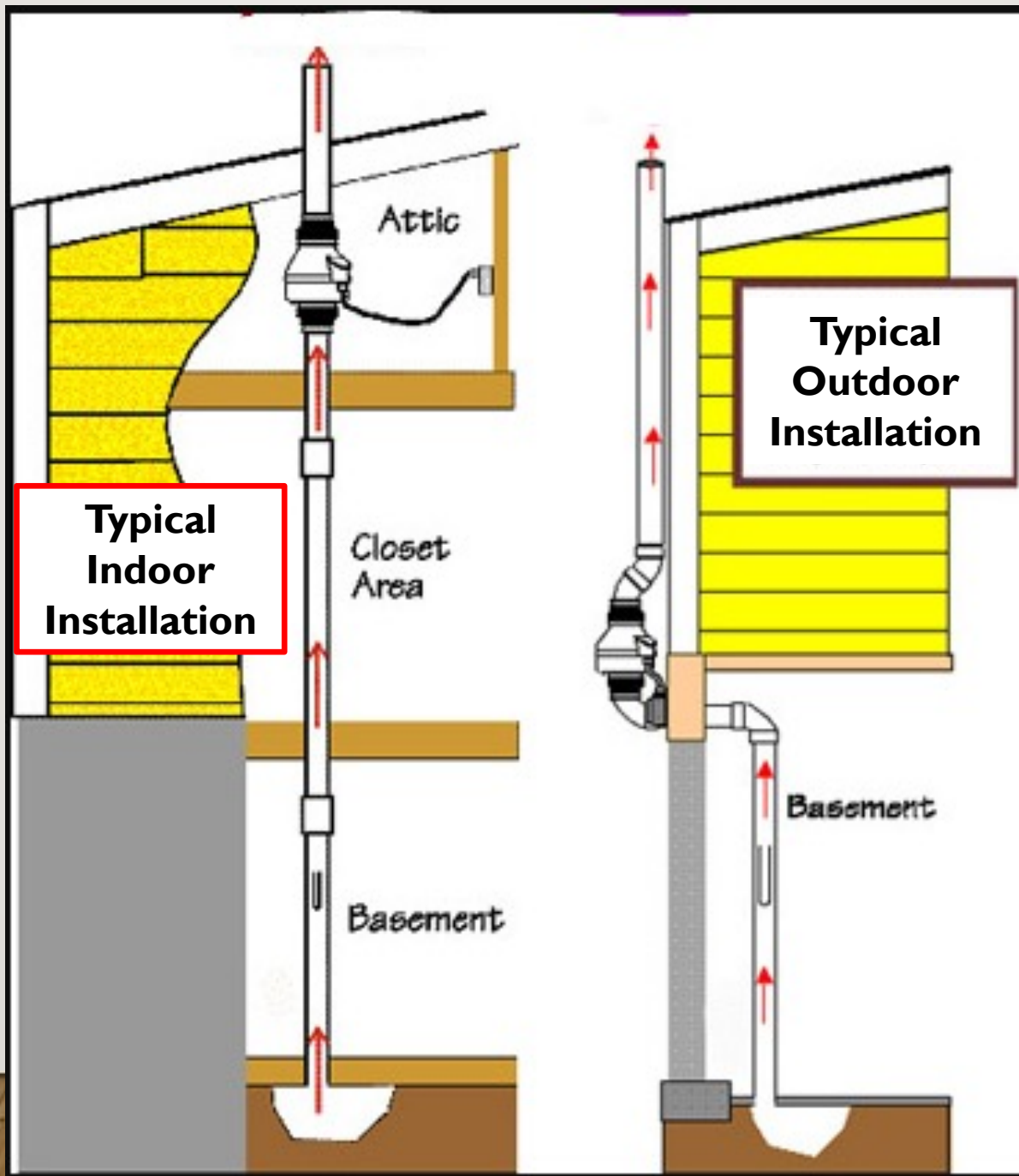
Elevated radon levels can typically be easily corrected with a mitigation system.



RADON MITIGATION SYSTEMS

- **Typically effective in reducing radon under 3.0 pCi/l**
- **Cost = \$1500-2000**









P/N 15022 Rev C

Radon Reduction System

This device measures system vacuum and provides a visual indication that the fan system is operating. It does NOT measure radon levels. Vacuum pressure should be checked at least every 2 years or as recommended by state or local agencies.

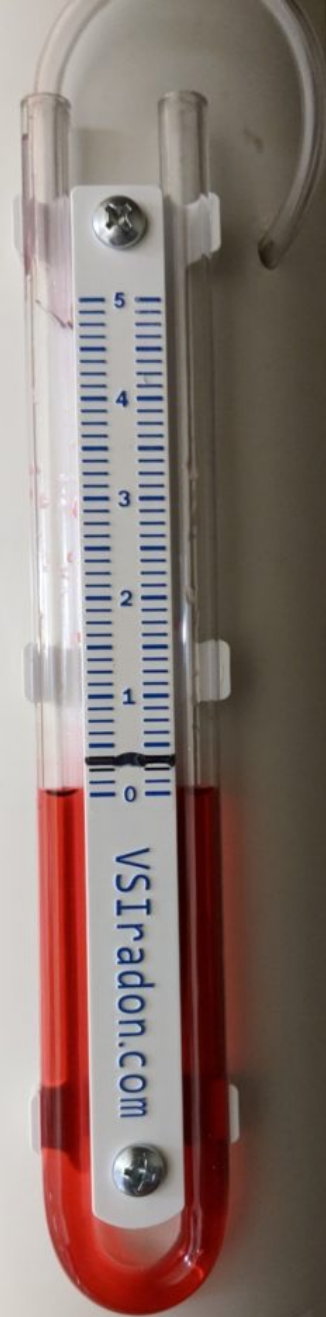
NOTICE: Building should be tested for radon at least every 2 years or as recommended by state or local agencies.


CALL FOR SERVICE IF BOTH COLUMNS ARE AT THE SAME LEVEL
OR IF VACUUM PRESSURE CHANGES SIGNIFICANTLY

For Service:

Jose Barrera
Micro Clean Air Solutions
303-906-8915 Cell# 303-906-8915

Date Installed: 7/2/13 Initial Vacuum Pressure: _____



VSI Radon Reduction Corp. 
WE CARE AS MUCH AS YOU DO



EPA 402/K-13/002 | September 2013 (revised) | www.epa.gov/radon

Home Buyer's and Seller's Guide to Radon



Indoor Air Quality (IAQ)

GAR CB08

QUESTIONS?

PROTECTING YOUR CLIENTS (LISTING SIDE)

- 1. Did extreme weather impact test?**
- 2. Verify calibration of monitor**
- 3. Try to conduct a re-test then average the two tests.**

PROTECT YOUR CLIENTS (BUYERS SIDE)

- 1. Refer buyers to certified co. with advanced equipment.**
- 2. Let client know that elevated radon is common and there is a plan to address it.**
- 3. Be sure a re-test is conducted if mitigation system is installed.**

MOLD



MOLD



What is it?



Health Risks



GA Homes



**Testing &
Mitigation**



WHAT IS MOLD?



WHAT IS MOLD?

- **A fungi - like yeast, mushrooms**
- **Estimated to be over 100,000 different species**
- **Usually only a couple types that are a problem**

MOLD



What is it?



Health Risks



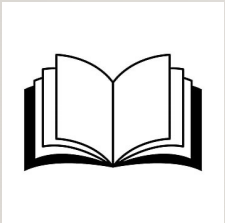
GA Homes



**Testing &
Mitigation**

HEALTH RISKS

1. Mold can be a serious health hazard



- Many people have allergy-type reactions to mold and some have severe reactions.
- Repeated exposure can increase one's susceptibility

HEALTH RISKS

- **Multiple studies linking mold exposure to depression, anxiety, and suicidal tendencies.**
- **Mold exposure can increase risk of clinical depression by 45%**

MOLD



What is it?



Health Risks



GA Homes



Testing &
Mitigation

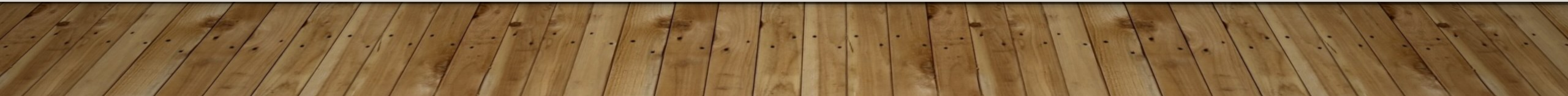
MOLD SPORES NEED:

1. Food

2. Temperature (above 70F)

3. Moisture

Which one is most important?

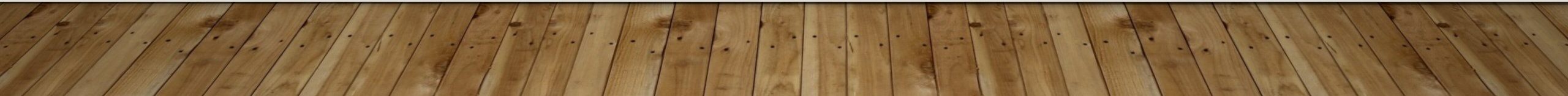


TYPICAL CAUSES OF MOLD

1. Leaks

- Pipes or appliances
- Coming from the outside

2. High relative humidity



Leak or humidity?





Leak or humidity?

Causes of High Humidity

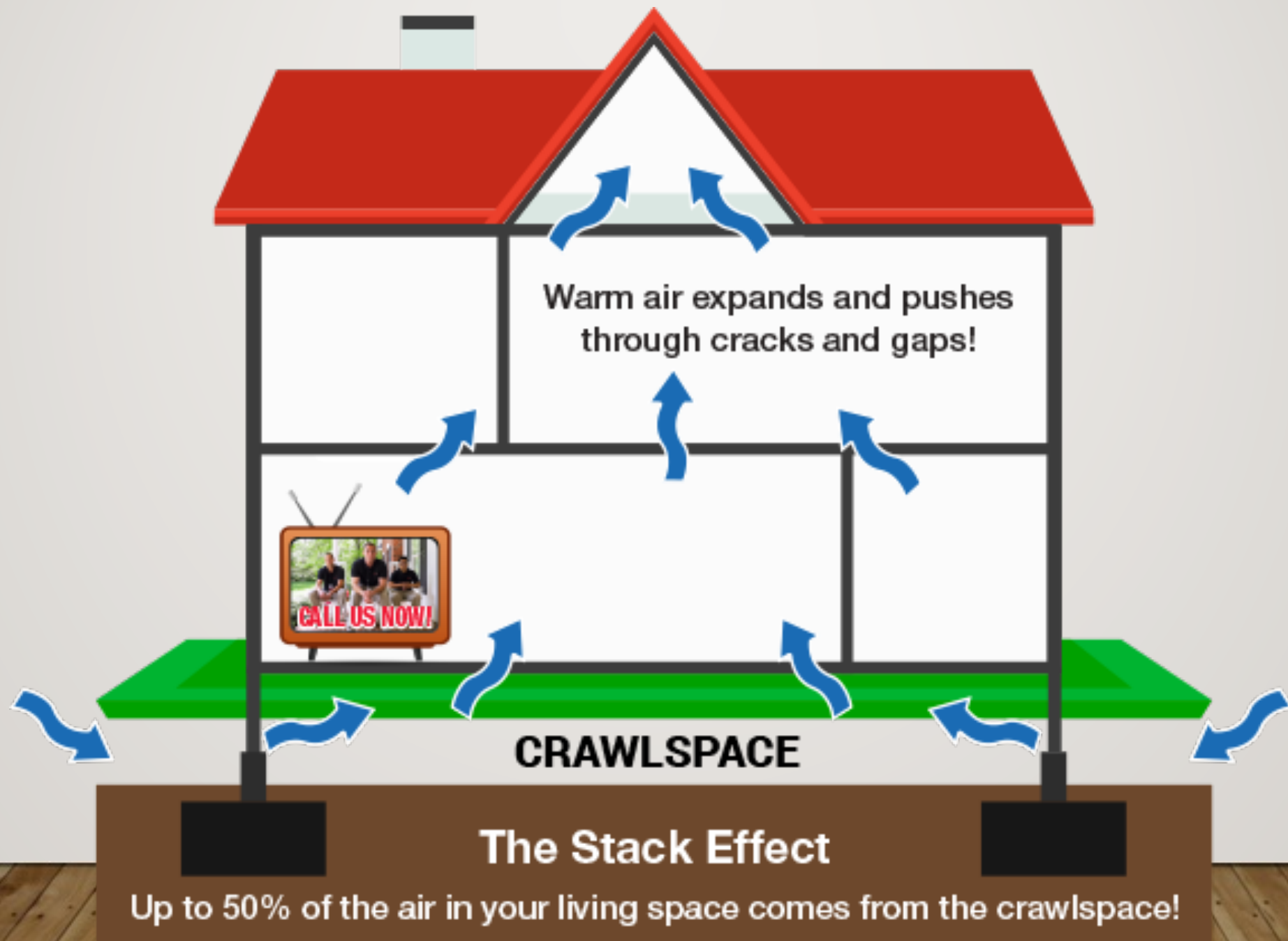


Causes of Humidity: Crawlspace

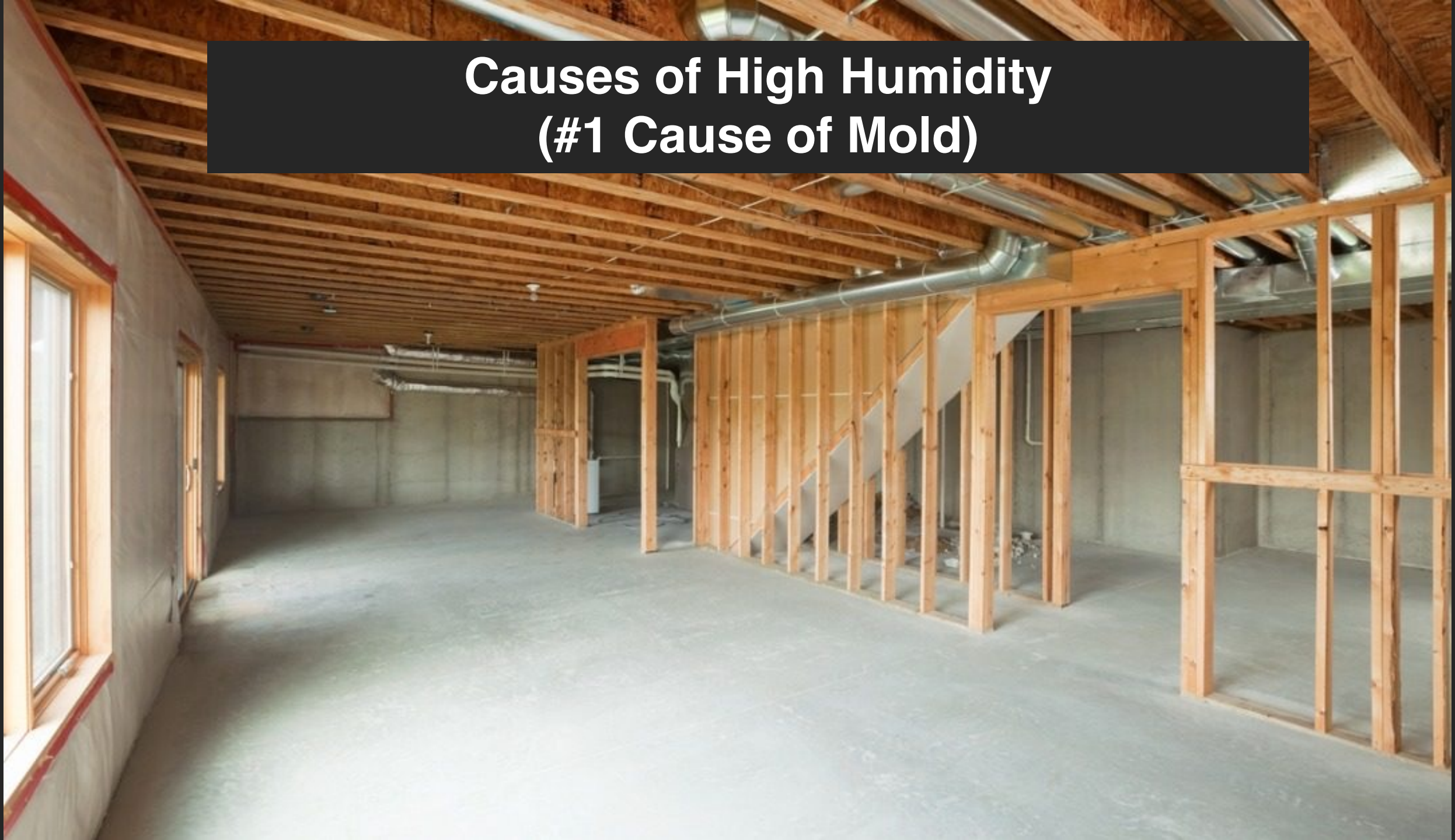




Dry rot is a type of mold



Causes of High Humidity (#1 Cause of Mold)



This is a good thing!



MOLD



What is it?



Health Risks



GA Homes



**Testing &
Mitigation**

TESTING FOR MOLD

Why Testing is Important:

- To determine if a potential threat is present
- To determine the extent of remediation



TYPES OF TESTING

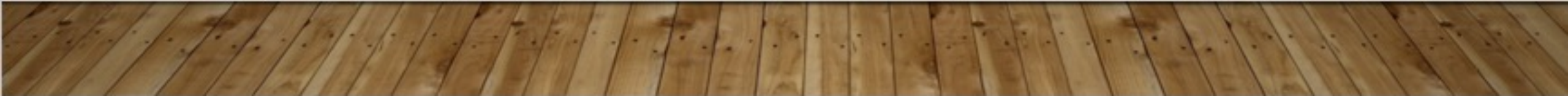


Air Samples



Surface Samples

TYPES OF TESTING



AIR SAMPLES



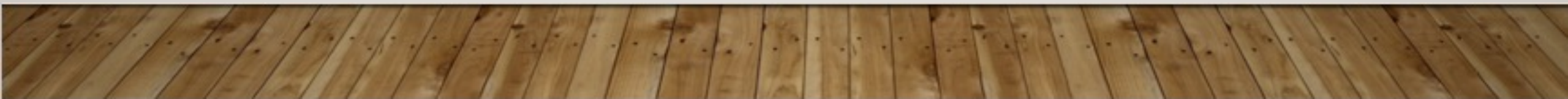
Used to identify what type of spores & how many spores are in the air.

Helps to identify what areas of a house might be affected.

SURFACE SAMPLES



Used to identify visible fungal growth that may not be airborne.





3301 N.W. 55TH ST., FT. LAUDERDALE, FL 33309
(888) 854-0477

PREPARED FOR: AT EASE INSPECTIONS

TEST ADDRESS: [REDACTED]

Detailed Mold Report

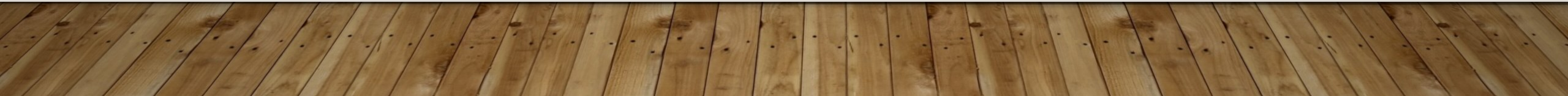
(WATER-INDICATING FUNGI ARE SHOWN BELOW IN RED)

Analysis Method	Air Analysis	Surface Analysis	Surface Analysis	Air Analysis
Lab Sample #	52173928-1	52173928-2	52173928-3	52173928-4
Sample Identification	25237588	B1600392	B1600397	25237564
Sample Location	BASEMENT BAR BATHROOM	BASEMENT BEAM	UNDER BASEMENT STAIRS	BASE OUTSIDE
Sample Type / Metric	Air-O-Cell/150.0L	Bio-Tape	Bio-Tape	Air-O-Cell/150.0L
Analysis Date	Mon January 15, 2018	Mon January 15, 2018	Mon January 15, 2018	Mon January 15, 2018
Determination	NORMAL	GROWTH	GROWTH	CONTROL

Fungal Types Identified	Raw Count	Spores / m ³	% of Total		Mold Present			Mold Present		Raw Count	Spores / m ³	% of Total
*INDOOR PROBLEM FUNGI												
Aspergillus	---	---	---		X			X		---	---	---
Hyphae	---	---	---		X			X		---	---	---
**Non-Problem Fungi												
Ascospores	2	13	3		---			---		15	101	10
Basidiospores	4	27	6		---			---		71	476	48

**You want to work with someone who can
help interpret the results of a mold test.**

MOLD REMEDIATION



HOW TO DEAL WITH MOLD?

- **Shrug it off**
- **Spray some bleach on it**

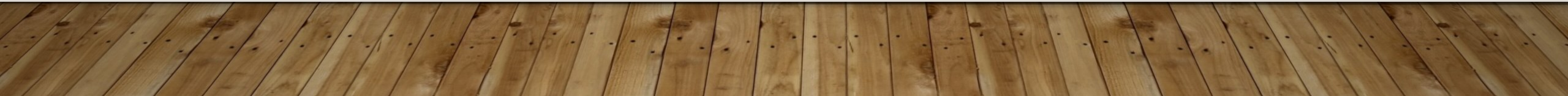
BLEACH

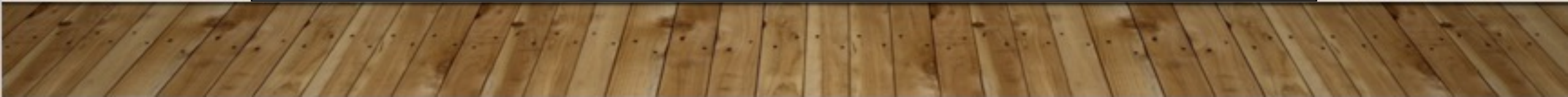
- Should only be used on non-porous materials
- Doesn't kill mold roots in porous materials
- Water content in bleach actually feeds mold



MOLD REMEDIATION

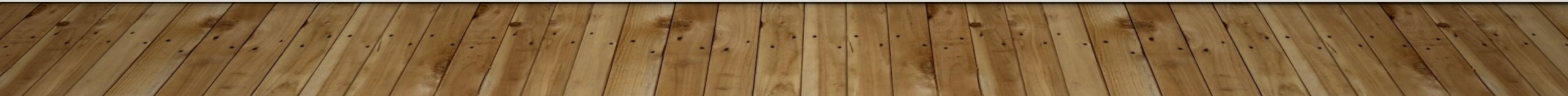
- **Shrug it off**
- **Spray some bleach on it**
- **Traditional remediation – “bash and trash”
(Be careful with restoration companies.)**





MOLD REMEDIATION

- **Shrug it off**
- **Spray some bleach on it**
- **Traditional remediation – “bash and trash”**
- **Enzyme fogging**





**A BRIEF GUIDE TO
MOLD,
MOISTURE,
AND
YOUR HOME**

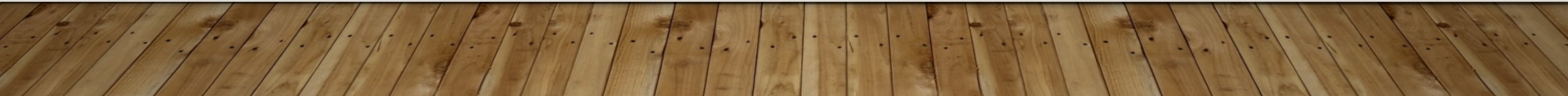
GAR CB07

HOW DO I KNOW WHEN THE REMEDIATION OR CLEANUP IS FINISHED?

“Ultimately this is a judgment call, there
is no easy answer.”

GARBAGE

QUESTIONS?





Routine maintenance on a regular schedule.



MAYNT.COM

PROTECT AND CALM YOUR CLIENTS (LISTING SIDE)

- 1. Strongly encourage any musty smells or visible growth to be addressed prior to listing.**

PROTECT YOUR CLIENTS (LISTING SIDE)

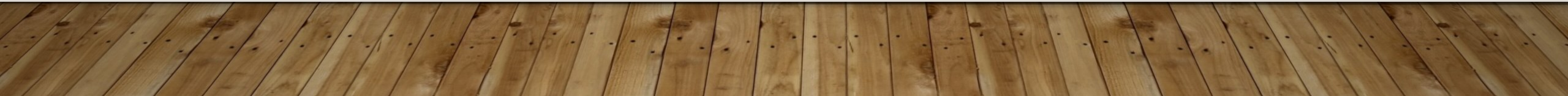
- 1. Strongly encourage any musty smells or visible growth to be addressed prior to listing.**
- 2. Take a good look at basements (finished and unfinished)**





PROTECT YOUR CLIENTS (BUYERS SIDE)

- 1. Encourage testing to prevent hidden mold from causing trouble after closing.**
- 2. Require independent post-test to verify mold remediation was effective**



INFRARED





64.6 °F

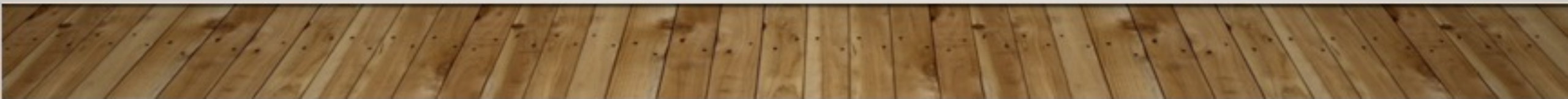
72.5



 FLIR

61.3

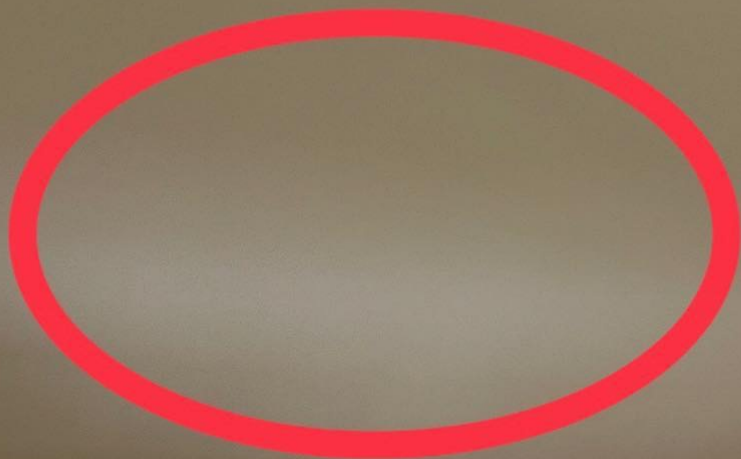
HIDDEN LEAK





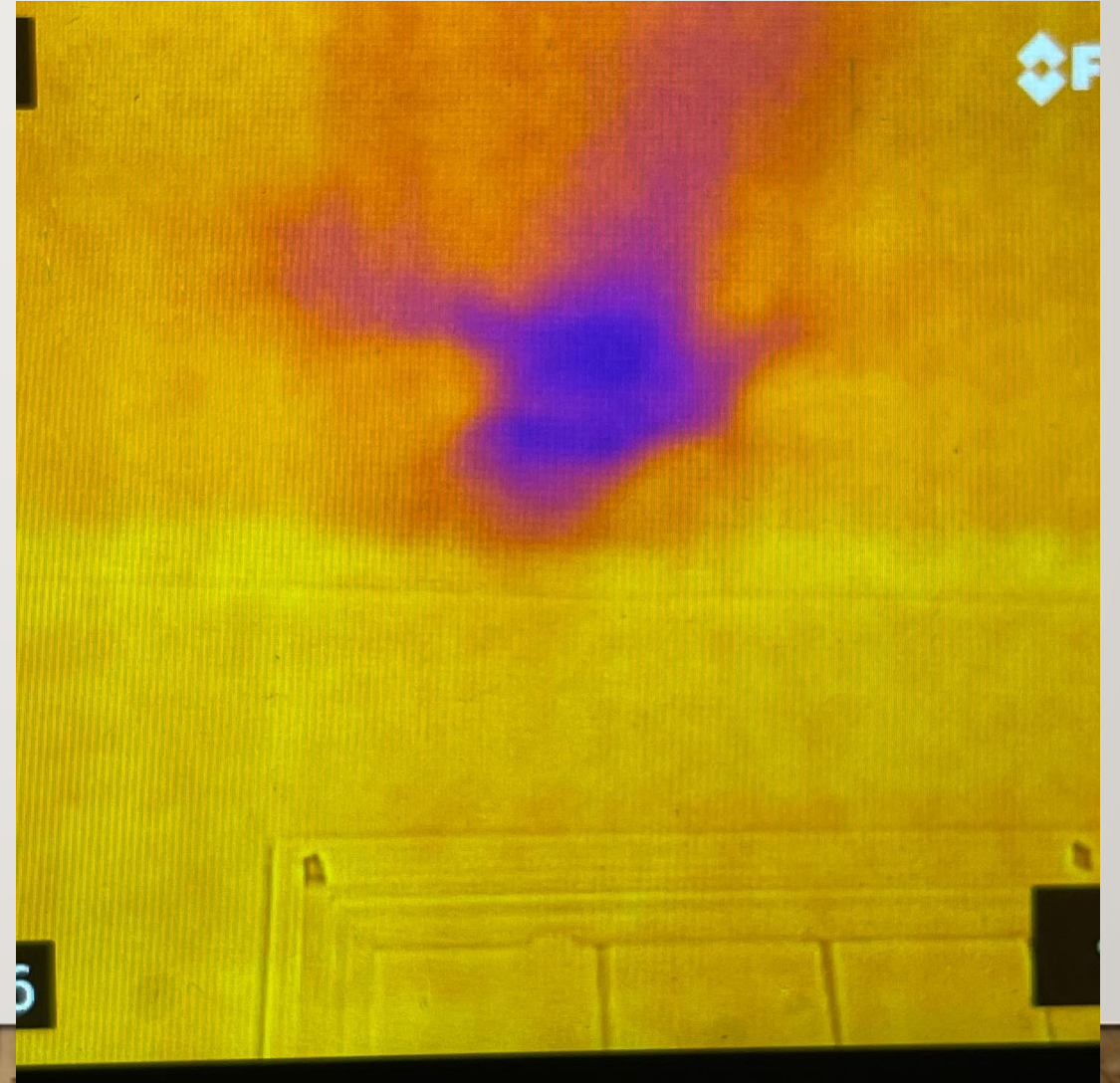
When we're at
YOUR house,
we'll play by
YOUR rules



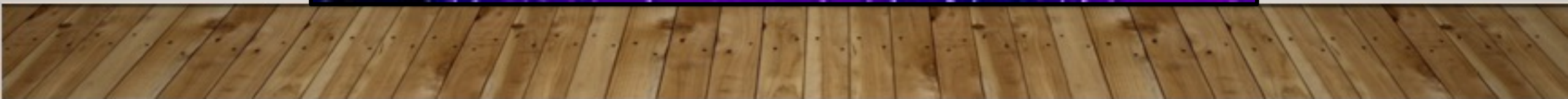




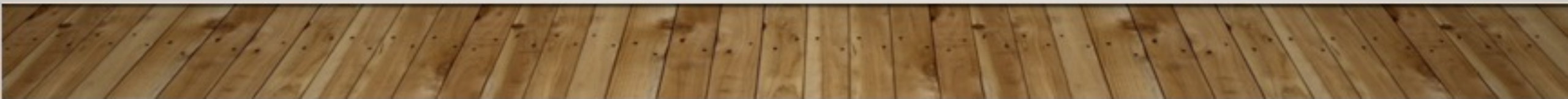
COVERED AIR REGISTER



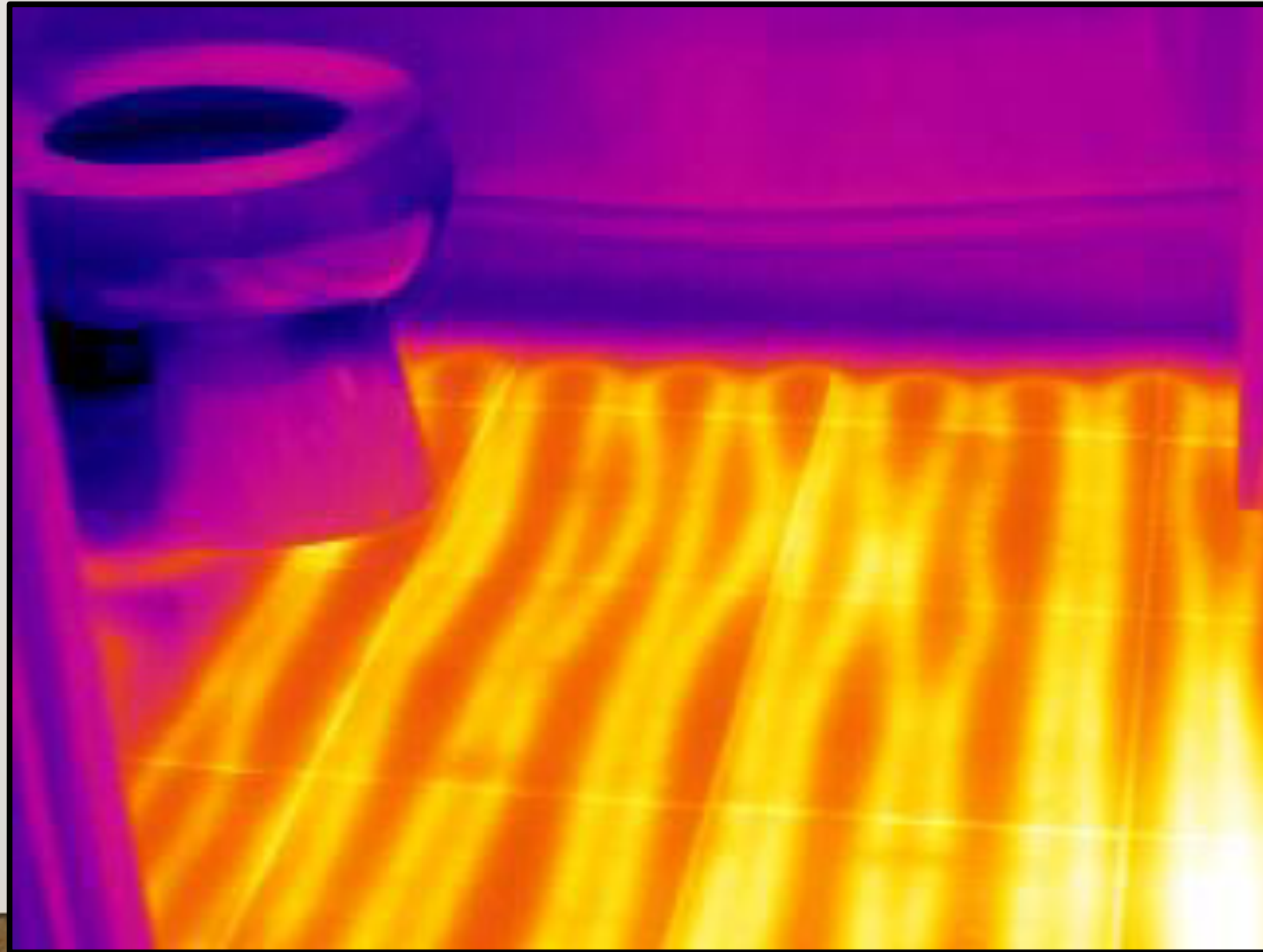




MISSING INSULATION



HEATED FLOORS



ELECTRICAL PROBLEM



PROTECT CLIENTS

1. Look for a certified thermographer



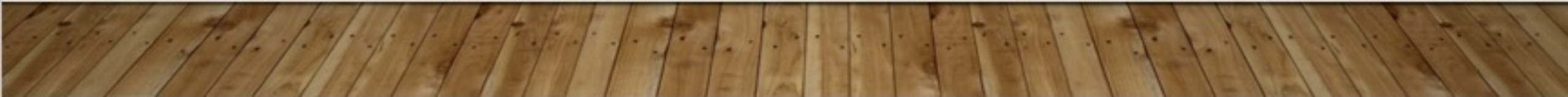
CHINESE DRYWALL

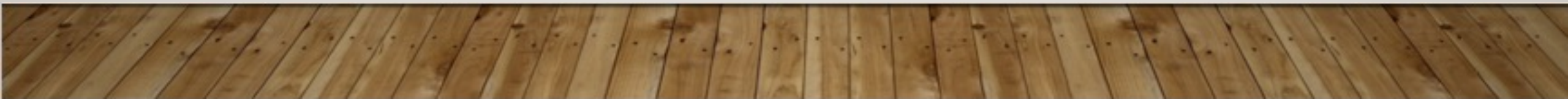
- **Residential construction 2001-2009**
- **Unheard of in Atlanta area**

TERMITES

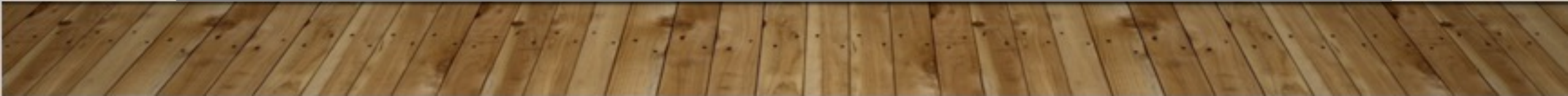


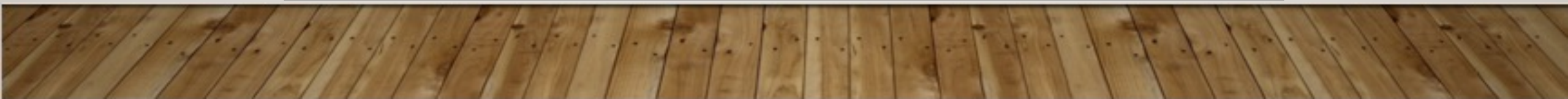
Courtesy of the National Pest Management Association / Tom Myers

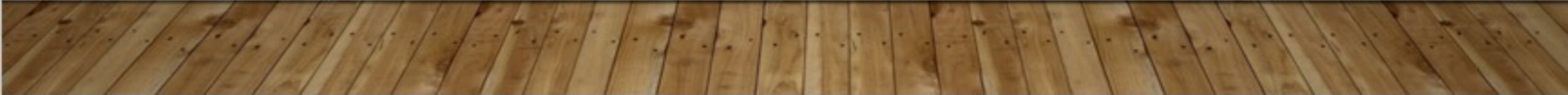














TERMITE WARRANTIES/BONDS

- **Retreat vs. repair**

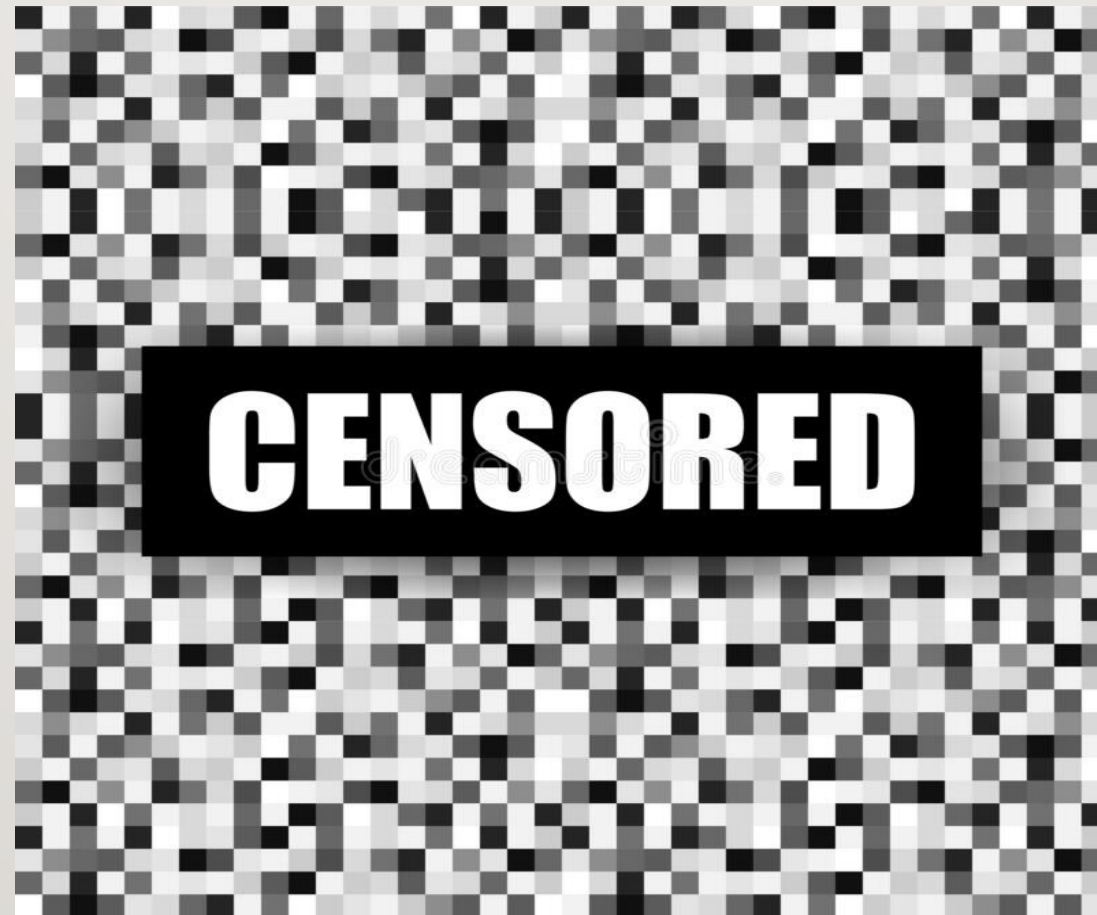
PROTECTING YOUR CLIENTS

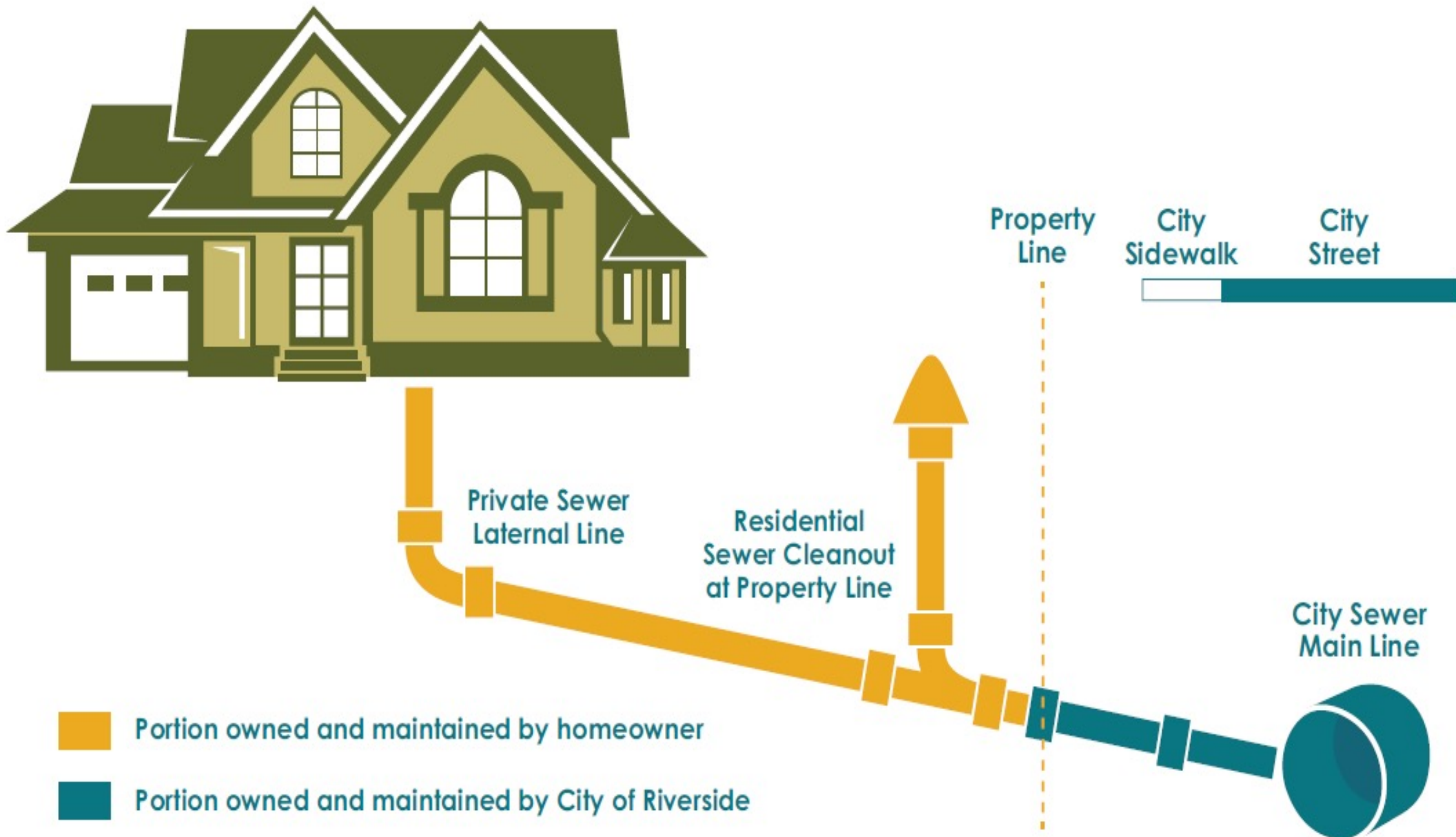
- 1. Make sure evidence of damage is thoroughly investigated.**
- 2. Educate clients on repair vs. retreat bonds**

SEWER & SEPTIC

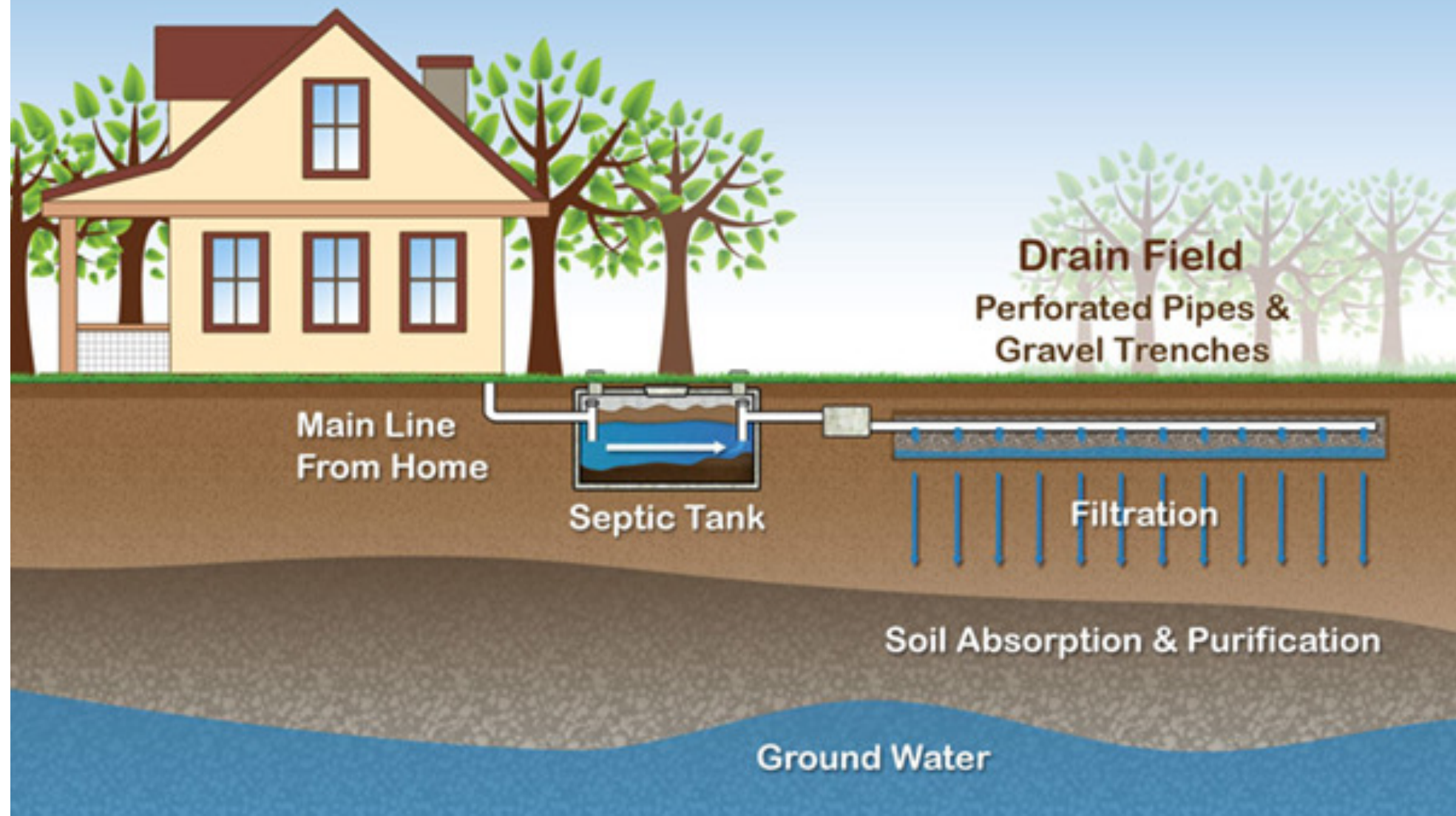


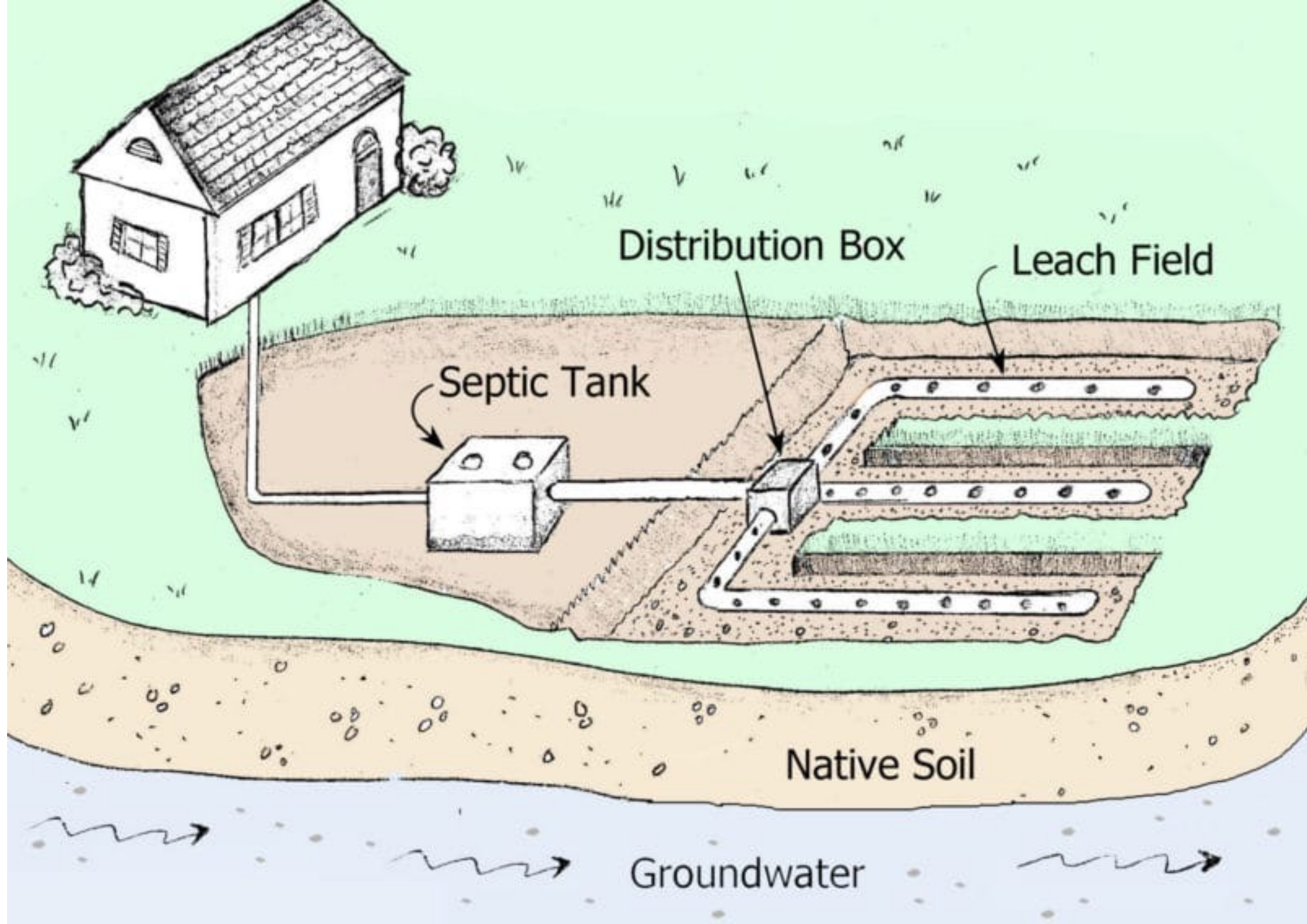
PREVENTING BACKUPS



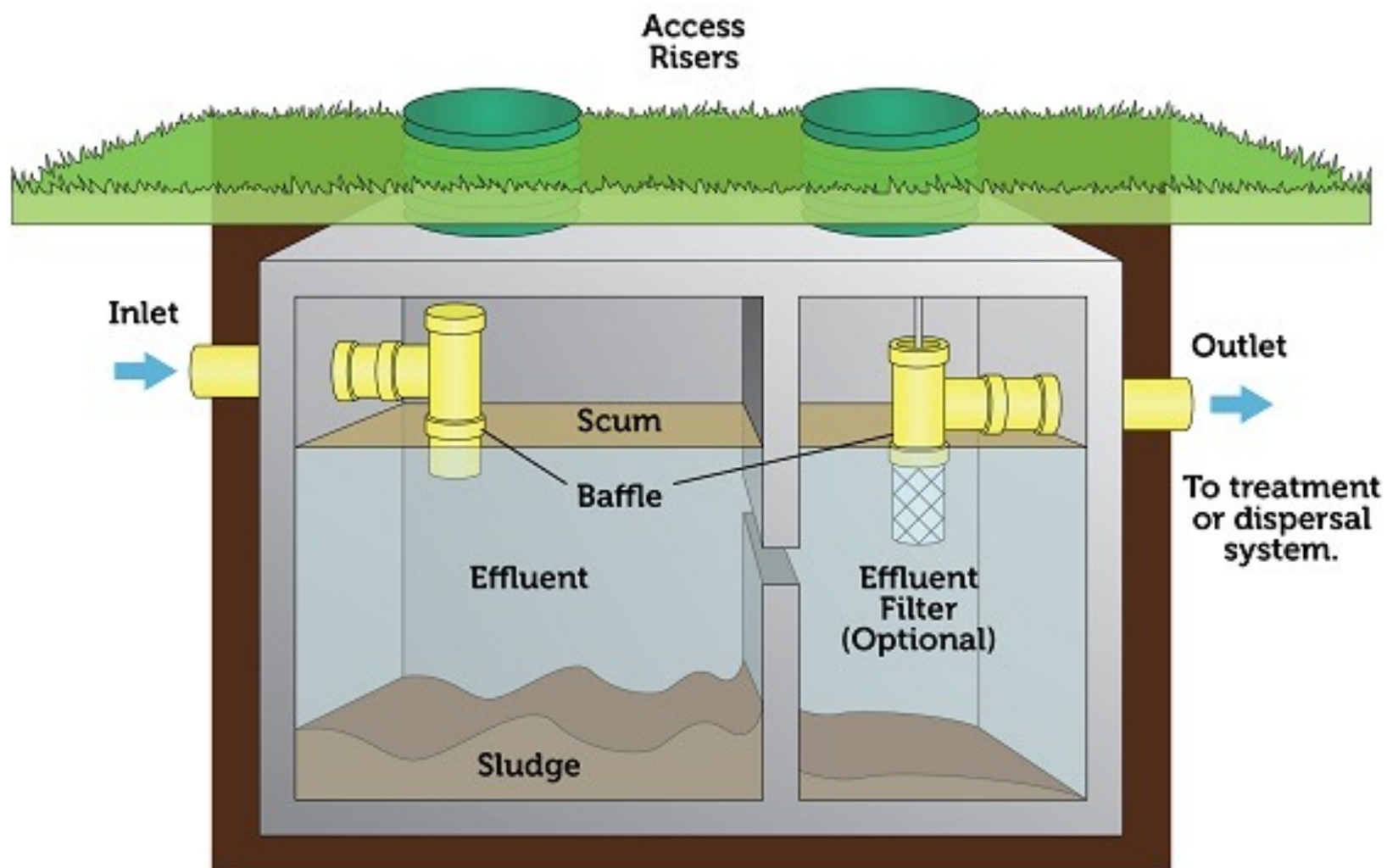


Conventional Septic System





Septic Tank

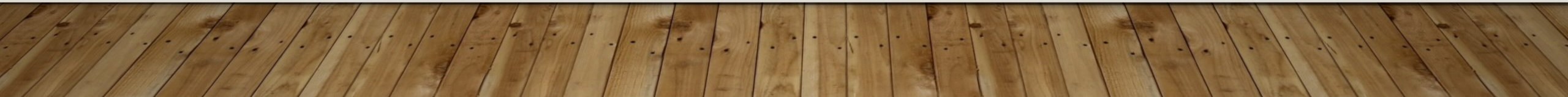


Please note: The number of compartments in a septic tank vary by state and region.

POTENTIAL PROBLEMS

- **Drain Lines (above or below ground)**

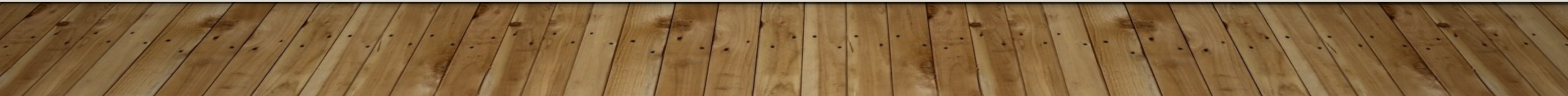
ABOVE GROUND





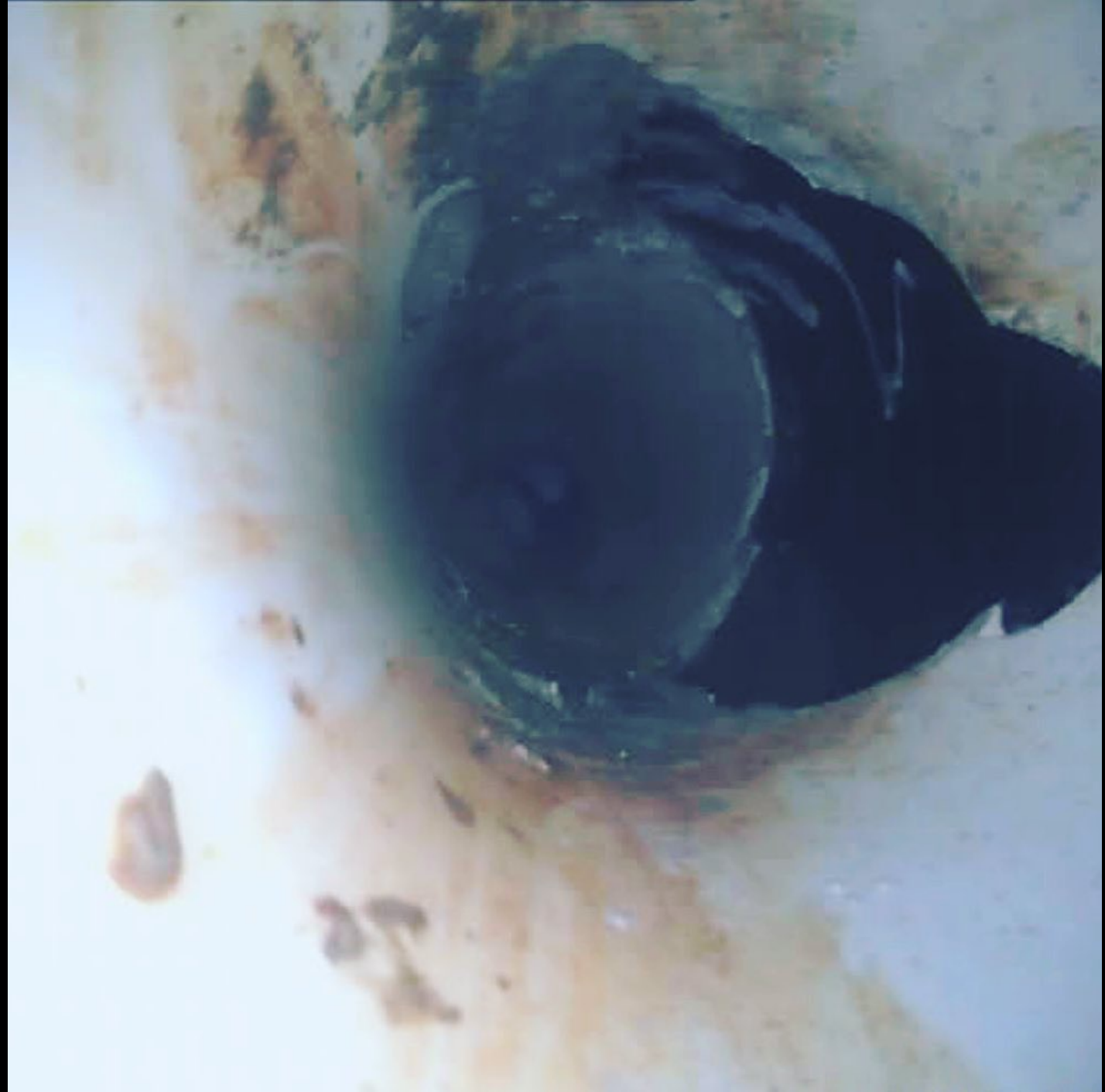


BELOW GROUND









POTENTIAL PROBLEMS

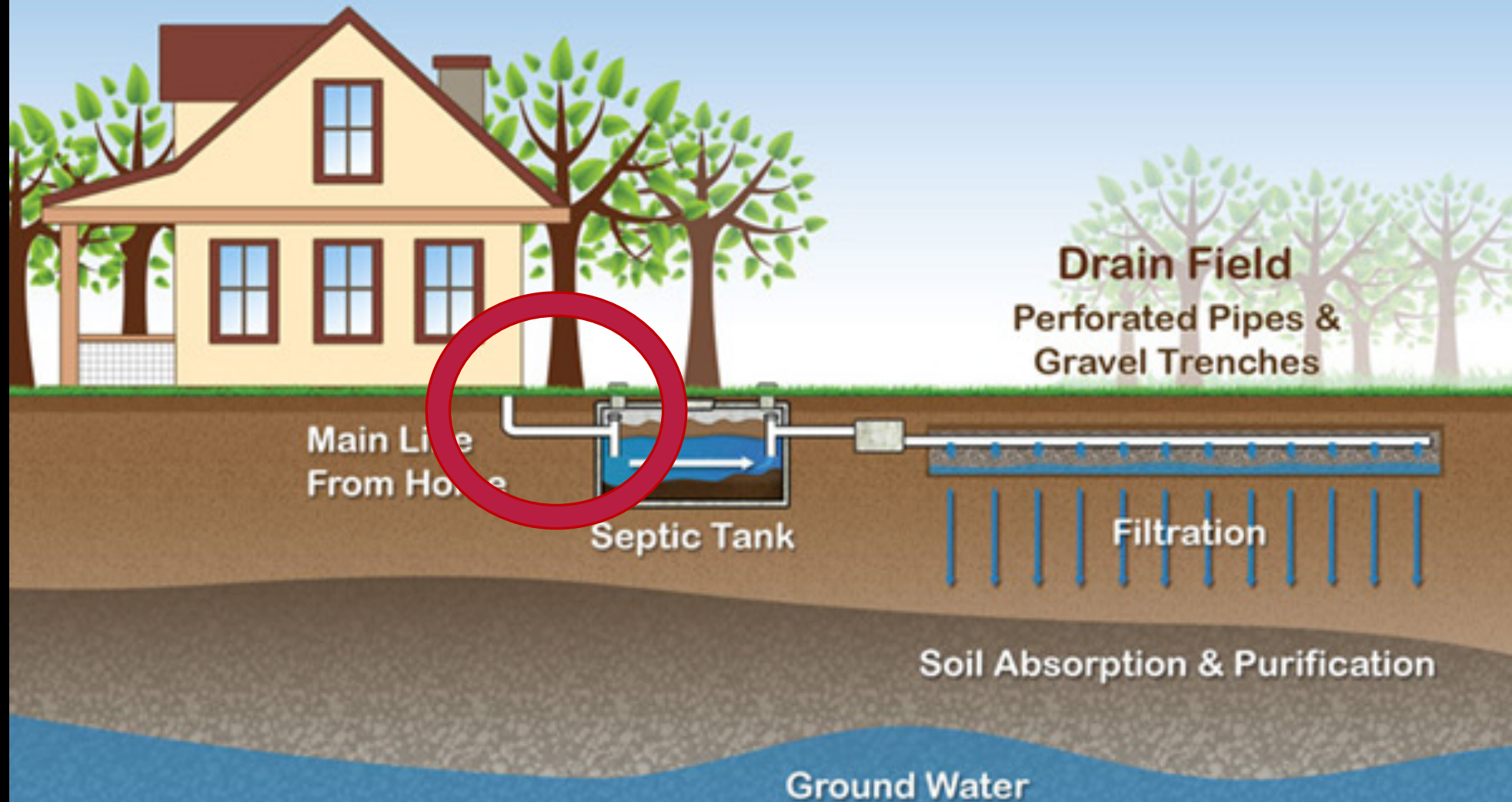
- **Drain Lines (above or below ground)**
- **Tank**
- **Drain Fields**

WHAT TYPE OF INSPECTIONS ON SEPTIC?

- **Drain Line Scope**



Conventional Septic System



WHAT TYPE OF INSPECTIONS ON SEPTIC?

- **Drain Line Scope**
- **Dye Test?**

WHAT TYPE OF INSPECTIONS ON SEPTIC?

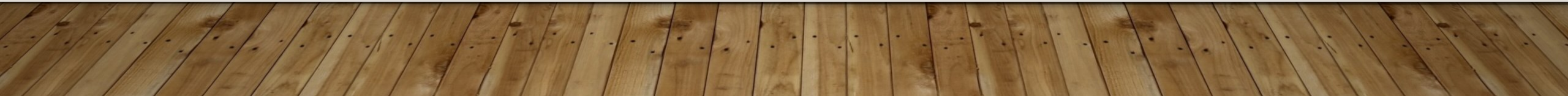
- Drain line scope
- ~~Dye Test?~~
- Dig up the lid to the tank



© 2008 David Friedman

HOW OFTEN SHOULD A SEPTIC TANK BE SERVICED?

Every 3-5 Years



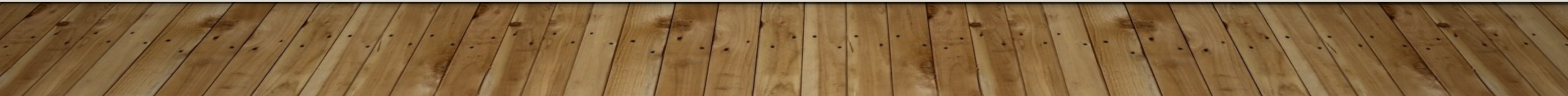
COST TO REPAIR UNDERGROUND SEWER/SEPTIC DRAIN LINE?

\$1,500-15,000

COST TO REPLACE SEPTIC DRAIN FIELD?

\$8,000-16,000

QUESTIONS?



PROTECTING YOUR CLIENTS

- 1. Make sure septic tanks are properly inspected.**
- 2. Educate about sewer line inspections**

ASBESTOS



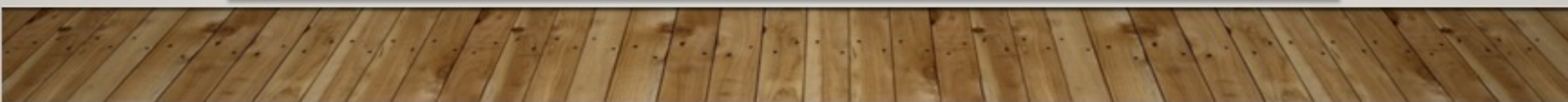


Mesothelioma Victims

If you, or a loved one, has
mesothelioma or been diagnosed
with another **asbestos-related**
cancer, call now.

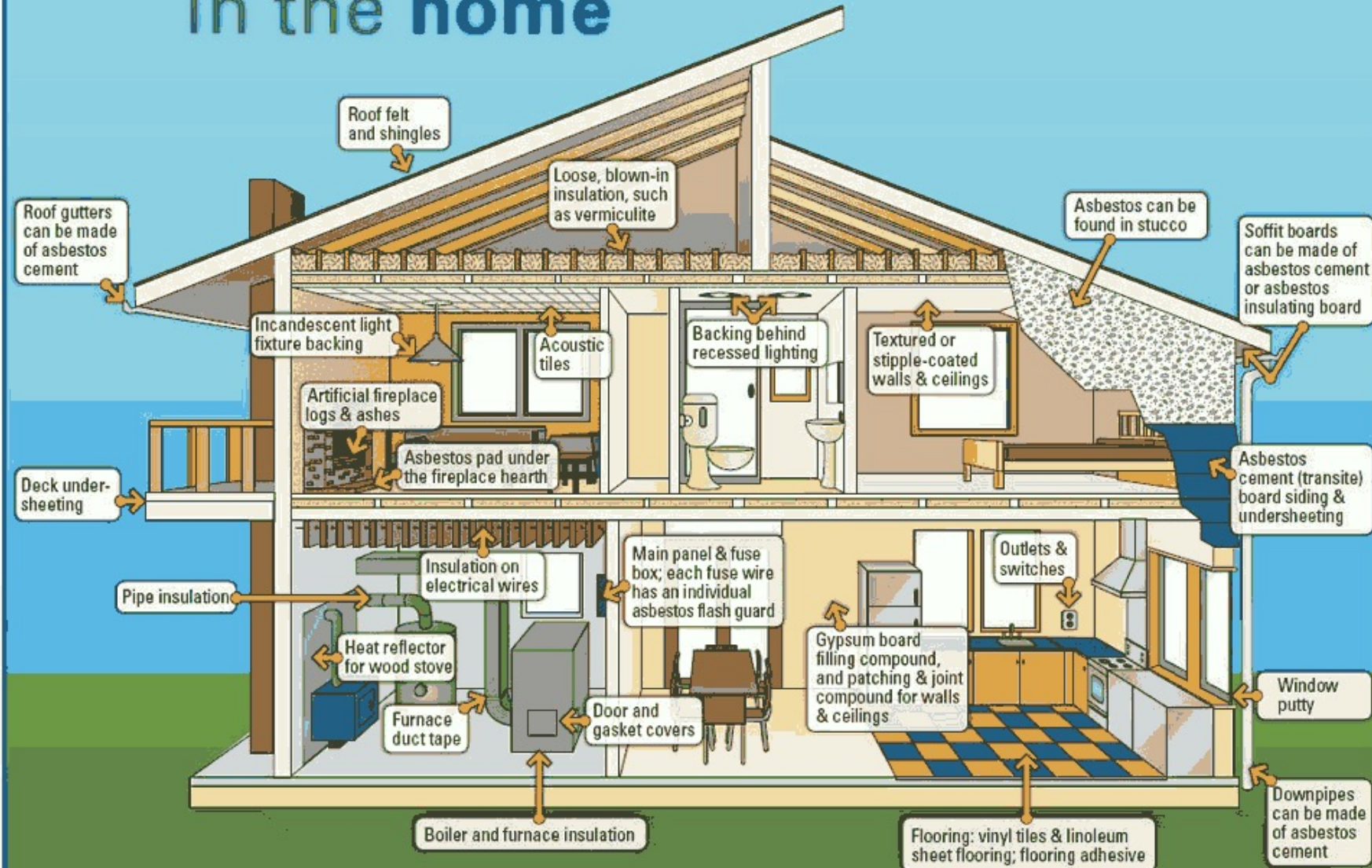
1-800-652-9868

THIS IS AN ADVERTISEMENT Sokolove Law, LLC (LLP in certain states), Wellesley, MA,
Jim Sokolove admitted MA/NY only 100 Church Street, New York, NY. Members: Hardy
Croxtan, Rogers/AR, Rich Grabow, 10 Grand St Hartford/CT (860) 633-1511,
Ken LaVan, Ft. Lauderdale/FL, Nick Nighswander, Florence/KY, Michael
Breux, Gonzales, admitted LA, Gregg Hobbie, NJ.
I AM A PAID NON-ATTORNEY SPOKESPERSON



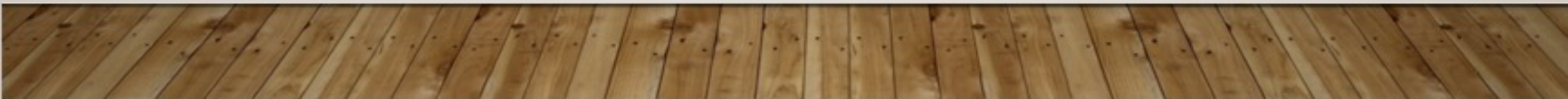
Potential sources of asbestos in the home

WORK SAFE BC
WORKING TO MAKE A DIFFERENCE

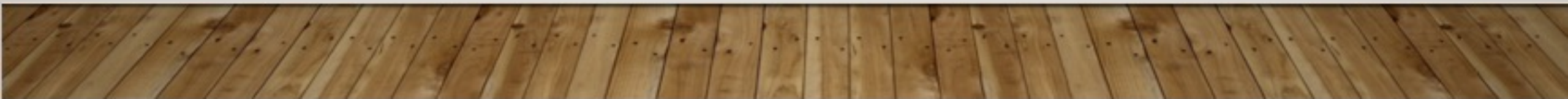


Please note: This floor plan depicts a typical older home. Asbestos use has declined significantly; homes built before 1990 are more likely to contain asbestos products.

ASBESTOS TAPE



ASBESTOS FLOOR TILES

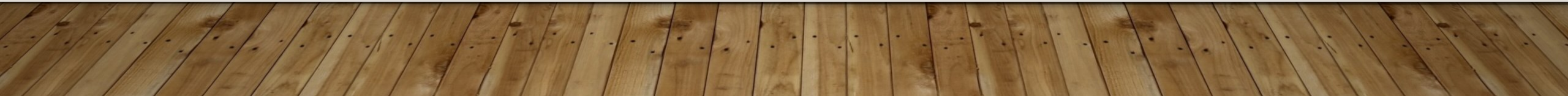


ASBESTOS CEILING TILES



EPA

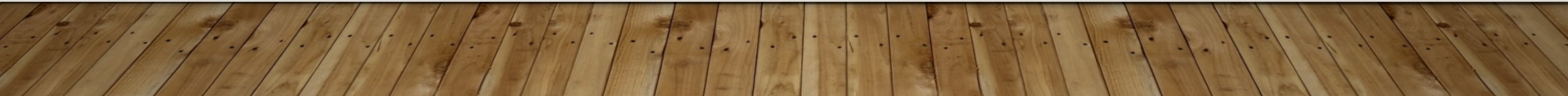
Asbestos-containing materials that aren't damaged or disturbed are not likely to pose a health risk. Usually the best thing is to leave asbestos-containing material alone if it is in good condition.



PROTECT YOUR CLIENTS

- 1. Exposure to asbestos is less likely in houses built after the early 1980's**
- 2. Asbestos tape on ductwork can be safely sealed by HVAC company**
- 3. Apart from demo work, exposure should be minimal even if asbestos is present**

NEW CONSTRUCTION



NEW CONSTRUCTION

Protect Yourself When Buying a Home to be Constructed



2021 Printing

This brochure was prepared courtesy of the Georgia Association of REALTORS® to help buyers with the new construction home buying process. The recommendations herein are general in nature and are not intended to be exhaustive. Some of the recommendations may not apply to specific properties. Buyers are encouraged to consult with experts and professionals of their own choosing to ensure that they are protected in buying a new constructed house.

Having a new home built is a dream come true for most home buyers. It is a chance for the buyer to have input into the design of the house, select building materials and finishes that are just what the buyer wants and end up with a home that uniquely reflects the buyer's tastes and

Get Your Financing Together. Few builders will construct a new home for a buyer until the buyer has arranged financing to purchase the home (unless the buyer is paying cash). Normally, the builder will give the buyer a short period of time to verify that he or she has the financial ability to purchase the property. After this time period is over, the purchase contract is no longer subject to a financing contingency. This means that if the buyer's financial status changes and the buyer can no longer afford to buy the house when it is completed, the buyer will be in breach of contract and will likely lose his or her earnest money and other construction deposits if the buyer does not close. While this may seem harsh to some buyers, not buying the home can cause significant financial hardship to the builder since the builder's money is tied up in the house until it can be sold to someone else.

GAR CB22

Inspections

- **Foundation**
- **Pre-Drywall**
- **Final**
- **1-Year Warranty**





















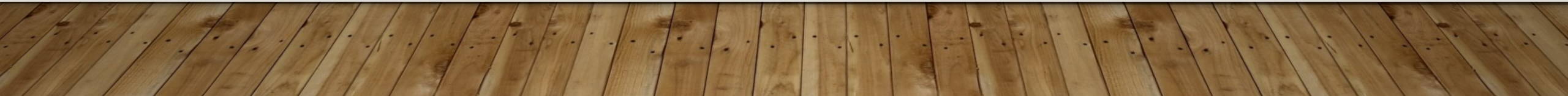


CURRENT TRENDS IN NEW CONSTRUCTION

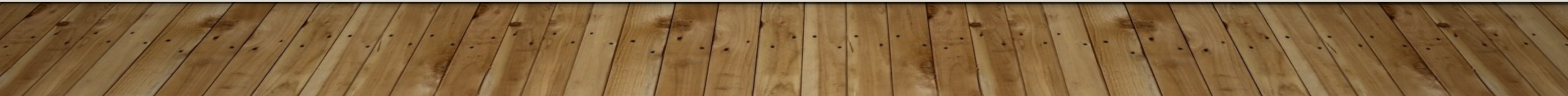
- 1. Builders have wait lists**
- 2. Supply chain issues**
- 3. Almost everyone is running behind**

WHAT HAPPENS WHEN BUILDER REFUSES TO FIX CODE ITEMS FROM INSPECTION?

"The mandatory codes are applicable to all construction, whether or not they are locally enforced."



QUESTIONS?



OUR GOAL FOR TODAY

**Empower you to quickly and confidently
address “scary” inspection issues.**

MAIN TAKE AWAYS

- 1. Agents with a plan look like heroes**
- 2. Informed clients are not easily scared**







AT EASE

INSPECTIONS

HOME
COMMERCIAL
ENVIRONMENTAL



**THE TOP RATED HOME INSPECTION
COMPANY IN ATLANTA**

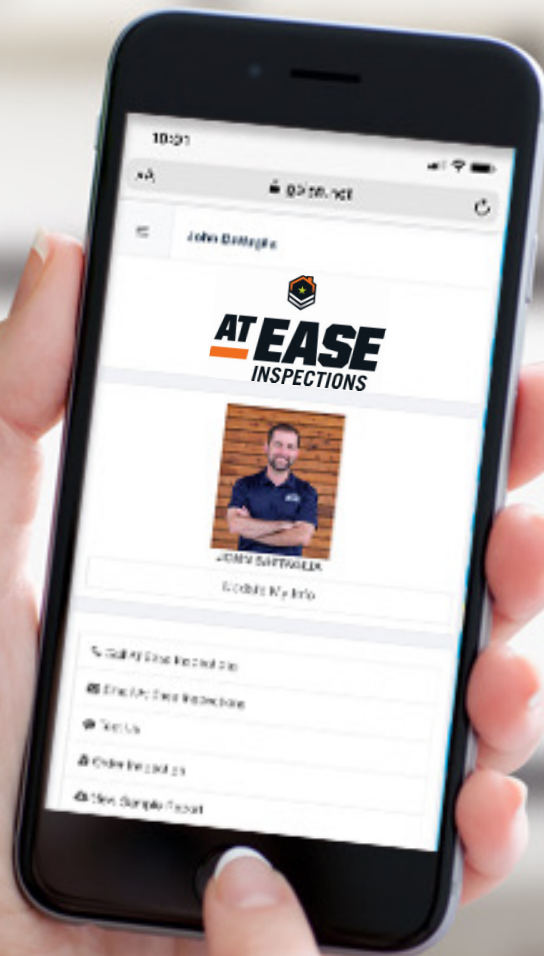
ONE-STOP-SHOP

- Radon Testing
- Mold Testing
- Termite Letters (Free)
- Pool Inspections
- Thermal Imaging (Free)
- Sewer/Septic Inspections
- Drone Inspections
- Commercial
- New Construction

SCHEDULING INSPECTIONS

Three Options





INSPECTION SCHEDULING APP

Save Time

Easy to Use

24/7 Scheduling

Stores All Inspection Reports

Just text "App Please" to 770-765-6869



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Let us put you
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**CALL OR
TEXT
ANYTIME**



AVAILABILITY WITHIN 2-3 DAYS

16

~~17~~

~~23~~

~~24~~

~~30~~

31

OUR CAUSE



Angels of America's Fallen

COURSE FEEDBACK

www.AtEaseInspections.Net/Course-Feedback

FOR CE CREDIT

Enter license number in the chat