

There are many advantages to choosing Alamo Home Inspections.

There are several significant benefits to real estate service professionals for encouraging that a quality property inspection be performed on every transaction.

Helping your customers or clients understand the condition of the home they are buying or selling can offer you these two primary benefits:

Please visit these free tools that have been created to help you, your business and your customers.

Real estate has never been more competitive and today's consumers expect the best from all service providers involved in their transaction. Research has also shown that consumers often become loyal sources of on-going referrals.

Knowing the condition of the home they are purchasing can often make a buyer more confident about their purchase because they feel they've made an informed decision. This helps build the real estate professional's stature and potential for future referrals.

As a matter of fact, in one survey, top producers estimated that 65% of their business comes as a result of repeat business and referrals from past clients and customers. So it's always important to remember that today's customer is tomorrow's advertisement.

How Alamo Home inspections can help your customers stay satisfied.

Alamo Home Inspections is thorough, professional, and report on all the conditions of the home.

Alamo Home Inspections inspectors are both technically proficient and professional in the way they carry out their inspections. Our inspectors are provided training through The National Association of Certified Home Inspectors. This type of professional inspector training assures you that your inspector is proficient in the necessary areas of residential construction and understands the property inspection process.

Lawsuits are a fact of life in the Real Estate Industry, and many of them are unwarranted. Too often the real estate firm is held accountable for defects found after the buyer moves into a home. This fact is surprising in light of a recent study by ASHI (The American Society of Home Inspectors) and NAR (The National Association of Realtors), which found that NAR members recommend a home inspection almost 100% of the time.

What could be going wrong?

Basically, not all property inspectors offer the same quality of service. In speaking with top legal counsel of several major real estate firms, Alamo Home

Inspections has found that too often agents are involved in lawsuits over home defects even though their client hired an inspector.

This can occur because the home inspector was either un-insured, un-trained, or otherwise un-qualified, and thus the legal liability fell back on the real estate firm or other service provider. Here are a few things your clients should ask about when interviewing an inspector:

**Errors and Omissions Insurance.** If the firm your customer chooses does not have this insurance, you increase the likelihood that you could be left holding the bag should a significant claim arise after the deal has closed.

**Training and On-Going Education.** Claims may arise because the inspector is un-informed or un-trained and thus misses a defect. Even in States and Provinces where licensing is required, on-going education is often lacking. And remember, experience does not replace the need for property inspectors to have an on-going source of education and access to technical support.

**Inspection Report Quality.** It's vital that the report the home inspector provides to your customer is detailed, easy to understand and professional.

Post-Inspection Assistance. This is a very general area, but it is crucial to customer satisfaction, your ability to convert customers into referral sources, and the reduction of liability. What services or communications does your property inspector have with the homebuyer after the inspection?