

Dear Realtor Professional:

First, we would like to thank you for visiting our site. We have created this Realtor section to specifically assist you in your business. We very much would like to complement your business by allowing us to be your go to “Inspection Team Partner”.

Richard Giltz, our Owner, was a Residential & Commercial Realtor in the 1980’s and thus, understands & feels for the hardworking hours you dedicate to your business. When he was a Realtor, and had an Inspection Company perform an inspection for a Customer, he noticed a few gaps in the Inspectors style and format.

- The Inspector did not convey whether his discovered repair deficiencies were typical or not for the age of the house.
- Better than expected qualities of the house were not mentioned at all.
- The Inspector would throw 2-3 hours of only negative comments to my Customer.
- How the Inspector handled & conveyed his findings were not always delivered very well.
- The customer was frequently told they need to bring in another professional to diagnose suspect deficiencies.
- The Inspector would not write the specifications on how to solve the discovered deficiencies.
- The Inspector was not able or willing to provide cost estimates, when this is exactly what’s needed at this critical time.
- The Inspector would not narrow his findings to the “Main Points of Concern”, but instead, leave them with difficult decisions to make.
- The Inspection Company only accepted liability “up to the price of the inspection”.

It is from these experiences that Richard developed, and continues to critique, The HOUSEPROFESSOR. Our name and our slogans, “The Home Inspection Scholars” and “Our Focus Is Educating Clients” truly is our mantra. Our mission statement, “The HOUSEPROFESSOR is committed to satisfying the Home Buyers and Sellers needs to collect timely crucial knowledge about the condition of their property from an experienced, confident and caring Company” is the foundation of our business theme.

With the above in mind, we created and present to you the Realtor, several key facets The HOUSEPROFESSOR offers:

- A “Report Card” is given to each Client/Customer where their house is graded, on a curve against other “peer” houses of similar age, for each of the 8 major components of the house. Then, these are averaged to create a final Overall Grade of the house. By doing this, the customer has a good feel how their home compares to surrounding similar homes. In the "Report Card", the Inspector also presents the “Main Points of Concern” and cost estimates are provided for those deficiencies with an expected cost of >\$1,000. Also, the “Qualities” of the house, not typical for that age house, are also presented! We always end our report presentation on this positive note!

The “Report Card” provides timely critical knowledge, which is exactly what the customer is looking for. Typically, decision making is done immediately after receiving their “Report Card”, thus, expediting the transaction.

- A Detailed Report is delivered by email shortly after the Inspection for clarification. Within that report are the details on how to perform the repairs discovered. With that, the customer can either perform the repairs themselves or use these “Specifications” to bid the work out to several contractors. These

“Specifications” have been written by our in staff Mechanical Engineer who puts the language in an easy to understand format, yet is specific for bidding to contractors. These “Specifications” are drawn out of our database, “Web-Spection”. Here, there are thousands of proprietary solutions to discovered deficiencies. These solutions have been developed from the knowledge collected over the 17,000 inspections we have performed since 1981.

- As your “Inspection Team Partner”, we extend **\$5,000 of liability** on every Inspection, opposed to our competition that limits their liability to “the price of the inspection”. I am sure you will agree that all parties involved, (Realtors, Buyers, Sellers, Brokers, Attorneys, and Mortgage Lenders) will now feel significantly more protected when the Inspecting Company involved is The HOUSEPROFESSOR! See liability clause in Contract

Several website documents should assist you in your business, for this is our goal in being part of your “Team”:

- Marketing Tips for the Home Seller Your Seller will find vital information on how they can ready their house for the Buyer’s upcoming home inspection.
- How to Choose a Home Inspector You and your customer will find 9 important questions that should be asked when interviewing for a good Home Inspector.
- Home Buyer – Should I Request an Inspection? Home Buyers will understand why a home inspection is smart protection and how they should plan for that inspection.
- How Much Liability Does Your Home Inspector Take On? Shows the grim reality on this question, for most Inspection Companies limit their liability to the “price of the inspection”.
- “Walk-Thru” Guide & Check List A short check list & data gathering form essential just before “closing”.
- Video/Audio Marketing Commercial View and listen to a short professional educating commercial

There are some ongoing & recently added Additional Services we are excited about. These include:

- Well & Septic We are certified with Macomb County Health Department for doing Inspections.
- Radon Testing
- Mold Sampling & Air Testing
- Carbon Monoxide Testing
- Lead Paint Checks
- Asbestos Testing
- Infrared Camera Inspection. This service can discover unseen basement/plumbing/roof/window leaks, insulation deficiencies, cold air infiltration and unseen/unsafe "hot" electrical wiring.

- Blower Door Inspection. This device will determine exactly how much outside cold air infiltration is leaking into the house!
- Commercial Inspections These are performed by our Mechanical Engineer.

A Special Offer to our Realtor Team Partners

Perhaps you have a Listing where you see potential repair problems that might arise when your future Buyer wants to have their inspection. -OR- Perhaps your client simply wants to not have any repair surprises discovered during that future Buyers inspection. HOUSEPROFESSOR can perform our Comprehensive Standard Inspection for your Clients house. We will prioritize the discovered repair deficiencies! With this information, your Client can consult with you on which items they may want to correct and which they may just want to disclose. This transparency will surely be inviting to prospective Buyers.

The Special Offer is that HOUSEPROFESSOR will perform this inspection for **one half** the regular price for your Client!

The Added Bonus is that for **one half** the regular price HOUSEPROFESSOR will also come out to the house and walk the Buyer through the inspection, to educate them. During that inspection we will inspect any repairs your Client may have performed and update the inspection as needed. **We would then cover the Buyer with our \$5,000 Liability protection, while still protecting your Client with this Liability protection as well!**

HOUSEPROFESSOR believes, and we feel you will agree, this could be a powerful tool that you could use during a Listing Presentation to a prospective Client.

Sincerely,
***HOUSEPROF**essor*
Richard Giltz - Owner