



Get your home inspection report done professionally.



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Internet sites may provide property information, virtual tours and comparative market analysis, but most people still want the human touch when buying a house.

Estate agents need to become counsellors who are able to provide all of the information which sellers and buyers require to make informed decisions.

It is for this reason that wise agents are embracing the growing role of accredited, balanced home inspection reports as a vital ingredient in the property sales process.

With the Consumer Protection Act (CPA) now law, sellers and their agents are exposed to the perils of collapsing sales and even litigation if full disclosure of all material information is not made upfront to potential buyers.

Buyers now have the right to know everything about the property they are buying and they will insist on it. This is best achieved through a comprehensive and objective third party inspection of the property.

Most sellers are not qualified to document their house's defects.

It is quite possible that the seller is not even aware of some defects which would be easily spotted by the experienced eye of a qualified home inspector.

Estate agents generally know more about property than their sellers, but they are not experts in building matters.

Yet the CPA places an obligation on the professional estate agent to declare all defects and other material issues (such as zoning and unapproved structures) to the buyer.

Estate agents must identify home inspection companies who consistently produce balanced, professional reports and recommend these inspectors to their clients.

Agents must reassure sellers that a good home inspection report, which is used as

an annexure to the Deed of Sale, releases both them and the agent from potential litigation.

The home inspection report also reassures buyers, which engenders trust and goodwill, thereby facilitating the sales process.

There is every indication that, with the advent of the CPA, South African banks will soon start insisting on a home inspection report before finalising bond finance.

Home inspectors can be either a friend or a threat to estate agents.

Good agents will embrace the inspection process and take the lead in positive upfront disclosure by recommending home inspection reports to their clients.

In the final article of this series we will examine the fact that there is no turning back the tide of consumerism sweeping through the property industry.

Agents must either become enthusiastic advocates of transparency and full disclosure, or risk being perceived as self-serving salespeople.

I John Graham is the CEO of HouseCheck. He can be contacted on 083 3109 766 or john@housecheck.co.za

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