

## HOW MUCH SHOULD A HOME INSPECTION COST?

---

### "How Much Do You Charge For A Home Inspection?"

**D**ue to the fact that many home inspectors compete for business by focusing attention to their advertised low fees or free promotions, most people think fees are the only differentiating factor among inspectors. What if someone answered the phone and said: *"I'm the newest, least experienced inspector, I provide a hard to read, hand written checklist with no photos and the only way I can get business is by charging less than the other inspectors."* Okay, you won't hear that actual statement, but what is an inspector really saying when he states: **"My \$195 home inspection fee is lower than any other home inspector"**? Do professionals in the top of their field try to attract clients with low fees **OR** superior value? Who would **YOU** want performing the home inspection?

**Y**ou've spent months searching for the place you will call home, but how much time have you spent checking out the **home inspector that you will place your trust in**? What are the inspector's qualifications and inspection experience?

**Be aware:** Some inspectors claim years of experience in home related services, but past related experience as a carpenter, plumber, electrician, real estate agent or builder alone qualify someone to be a home inspector. New York State requires all home inspectors to be licensed which includes a minimum level of training. Proper training is essential in order for a future inspector to understand how each home component works together. Beyond this basic concept, Advanced Home Inspections further enhances their training by combining its own methodology of collecting information in a way that the home inspection becomes an important part of the immediate transaction but also a long term maintenance tool once the property is occupied. Furthermore, the ability to qualify the home's condition in an organized manner is critical. Have you viewed a sample report? Does it include photo documentation? Do you understand the findings and where your decisions must be focused on? Can you completely understand the home inspection report?

**W**hen asking about home inspection fees, bear in mind one price should not fit all houses. The size, style and age of the property should all be part of the fee determination (old, large houses should take longer to inspect than small newer ones.)

**Be aware:** Some home inspection companies state their fees "one price for all inspections" however, these "low" fees are based on one inspector doing the inspection and completing on-the-spot checklist type reports. Most of our inspections are performed by more than one inspector and as result provide the extra attention and detail you need to make a competent decision.

**W**hat kind of inspection report do you get from a low cost home inspector who utilizes a handwritten report sheet with barely legible comments? Do you think you can gather the same detailed conclusions from a report that lacked inspection photos? Does the finished report that you receive depict a true visual inspection of the readily accessible areas that must be inspected?

**B**rochures from "low cost" home inspectors can be found in many real estate agency offices, but do you think real estate agents would actually use low cost inspectors for their own home purchase? If a thorough inspection, full narrative report and photo editing of an average size home takes 5 to 6 hours, (this time includes inspection time **AND** report preparation time), do you think a hand written, non-legible report will provide you the same negotiating leverage when it comes to revealing the true condition of the home?

### **QUESTION:**

What's the alternative to a cheap, practically useless inspection and handwritten checklist report?

### **ANSWER:**

**Money:** Let's put home inspection fees in perspective: If you're buying a \$300,000 house and the inspection fee is \$450, that's less than .0015% of the cost of the house! Most real estate agencies charge 3.0% to 6.0% to sell a house that would be \$9,000 to \$18,000 for a \$300,000 house! The cost of a home inspection is a bargain, even if you paid \$1,600 for the inspection.

**If** the owner of a house is willing to pay a real estate agent \$9,000 to \$18,000 to sell the house, is \$450 too much to pay to find out the true condition of the property? Can YOU actually put a cost on YOUR family's safety? Would You feel comfortable that YOUR family's safety was short changed by an inspection that ONLY met the minimum requirements?

**T**he real value of an inspection and report should be measured by its usefulness and the company's commitment after the service. A home inspection report should fully inform a prospective buyer about the property condition. It should help the client make an informed decision based on the details obtained from the property inspection. More importantly, your home inspector is not a ONE TIME contact. Your home inspector is someone whom you will CONSTANTLY stay in contact with in order to safeguard your investment. Don't be persuaded that all home inspectors are the same...that couldn't be farther from the truth. Don't short change yourself when it comes to deciding on which home inspection company to use for such an important purchase.

**J**ust compare **Advanced Home Inspections** credentials with the other inspection companies....The decision is easier than you think. Call (585) 392-5354 or go to [www.advancedinspections.com](http://www.advancedinspections.com) to schedule an appointment.