

# **SKYSPECT INSPECTION SERVICES**

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## **WHAT IS A PRE-PURCHASE INSPECTION?**

A PROFESSIONAL VISUAL EXAMINATION OF A BUILDING'S CONSTRUCTION TO:

- VERIFY THE NATURE AND CONDITION OF ITS COMPONENTS
- SUGGEST WAYS TO REDUCE OPERATING AND MAINTENANCE COSTS
- UNCOVER ANY HAZARDS AND SAFETY CONCERNS
- INFORM AND FAMILIARIZE THE PURCHASER WITH THE PROPERTY
- ASCERTAIN THE NEED AND PRIORITY OF ANY MAJOR REPAIRS AND UPGRADES.

## **WHY ARE PRE-PURCHASE INSPECTIONS SO IMPORTANT?**

THE AVERAGE TIME THAT PURCHASERS LOOK AT A HOUSE BEFORE DECIDING TO MAKE AN OFFER IS ONLY 17 MINUTES. APART FROM A NEW HOME WARRANTY, A BUILDER'S GUARANTEE OR A CAREFULLY WORDED OFFER, PURCHASER HAVE MORE PROTECTION BUYING A TOASTER THAN A HOME OR OTHER BUILDING.

## **IS AN APPRAISAL THE SAME AS A PRE-PURCHASE INSPECTION?**

- NO! BASICALLY, INSPECTIONS PROTECT THE PURCHASER WHILE APPRAISALS PROTECT THE LENDER.
- APPRAISALS (MORTGAGE LENDING) ESTABLISH THE FAIR MARKET VALUE OF PROPERTIES.
- PRE-PURCHASE INSPECTIONS ESTABLISH A PROPERTY'S PHYSICAL CONSTRUCTION AND CONDITION.
- APPRAISALS NORMALLY INVOLVE A 45-60 MINUTE ON-SITE INSPECTION WHILE PRE-PURCHASE INSPECTIONS RANGE FROM 3 TO 5 HOURS OR MORE.

## **DO ALL HOUSES NEED INSPECTION OR JUST OLDER ONES?**

YES, REGARDLESS OF AGE, THE FINANCIAL INVESTMENT IN BUYING ANY HOME IS USUALLY CONSIDERABLE. THERE IS NO GUARANTEE THAT A HOME IS BETTER BUILT JUST BECAUSE IT'S NEW OR OF RECENT VINTAGE. LIKE GOOD INSURANCE, INSPECTIONS GREATLY REDUCE YOUR RISK, FOR A MINIMAL FEE.

## **WHAT ABOUT VENDOR DISCLOSURE FORMS?**

VENDOR DISCLOSURE FORM OTHERWISE KNOWN AS PROPERTY CONDITION DISCLOSURE STATEMENT, IS NORMALLY PROVIDED AND SIGNED BY THE VENDOR. HOWEVER, IT IS THE PURCHASER'S RESPONSIBILITY TO VERIFY ITS ACCURACY. THE BROKER ASSUMES NO RESPONSIBILITY OR LIABILITY FOR THE ACCURACY OF THE INFORMATION.

## **HOW DOES A PRE-PURCHASE INSPECTION PROTECT THE PURCHASER?**

THROUGH THE POWER OF INFORMATION. ALONG WITH THE POSITIVE ASPECTS, REPORTS IDENTIFY ANY MAJOR DEFECTS OR REPAIRS WHICH THE PURCHASER MAY NOT HAVE BEEN AWARE OF AND MAY WISH TO CONSIDER. THIS ALLOWS THE PURCHASER TO BUDGET FOR THE COST OF REPAIRS AND UPGRADES OR RE-EVALUATE HIS OR HER OFFER.

### **HOW DO YOU ENSURE THAT YOU ARE PROTECTED BY AN INSPECTION?**

*SIMPLY MAKE YOUR OFFER CONDITIONAL ON A PRE-PURCHASE INSPECTION BY INCLUDING A PRE-PURCHASE INSPECTION CLAUSE IN YOUR OFFER (AGREEMENT OF PURCHASE AND SALE).*

*FOR SCHEDULING FLEXIBILITY, YOU SHOULD ALLOW (5) BANKING DAYS (MINIMUM) AFTER THE ACCEPTANCE OF THE OFFER, IN WHICH TO HAVE THE INSPECTION DONE, ESPECIALLY IN PEAK SALES PERIODS.*

### **WHO SCHEDULES AND CO-ORDINATES THE INSPECTION?**

*THE INSPECTOR CO-ORDINATES THE INSPECTION APPOINTMENT THROUGH YOUR AGENT, ONCE YOU GIVE THE GO AHEAD, AS A GENERAL RULE.*

### **WHAT MAKES A SKYSPECT INSPECTION SERVICES SUPERIOR TO THE COMPETITIONS?**

**SKYSPECT** HAS THE LATEST EQUIPMENT TO PROVIDE THE MOST THOROUGH INSPECTIONS AVAILABLE. HIGH RESOLUTION THERMAL IMAGING IS INCLUDED TO PROVIDE THE MOST COMPREHENSIVE INSPECTIONS.

**SKYSPECT** REPORTS ARE FULLY ILLUSTRATED. VOICE ANNOTATIONS CAN BE ADDED TO ILLUSTRATIONS SHOWING DETAILS TYPICAL TO THAT SUBJECT.

**SKYSPECT** REPORTS ARE CONCISE AND USER-FRIENDLY. THEY ARE NOT 400 PAGE MAINTENANCE MANUALS NOR PAGES OF 'CHECKED OFF BOXES' WHICH DON'T ELABORATE. COMMENTS ARE WRITTEN IN LAYMAN'S TERMS AND EACH MAJOR COMPONENT OF THE PROPERTY HAS ITS OWN CHECKLIST AND CORRESPONDING ILLUSTRATIONS.

**SKYSPECT** REPORTS ARE THOROUGH. CLOSE SCRUTINY OFTEN REVEALS CONDITIONS OF LARGER CONCERN; WE DON'T BELIEVE YOU CAN BE TOO THOROUGH.

### **HOW LONG DO STATUS INSPECTIONS TAKE?**

*3 TO 5 HOURS IS THE STANDARD ON-SITE INSPECTION TIME. REPORT PREPARATION REQUIRES A FURTHER 4 TO 6 HOURS. CONSULTATION WITH THE CLIENT TO REVIEW FINAL REPORT VARIES DEPENDING ON RESULTS.*

### **WHEN DO YOU RECEIVE THE REPORT FROM SKYSPECT?**

*REPORTS ARE NORMALLY PRESENTED TO THE CLIENT WITHIN 48 HOURS OF THE INSPECTION. THERE ARE DEFINITE ADVANTAGES IN HAVING THE PURCHASER'S AGENT ATTEND THE PRESENTATION BUT THIS IS AT THE PURCHASER'S DISCRETION. IF NEED BE, THE REPORT CAN BE FAXED, MAILED, E-mailed OR COURIERED TO THE PURCHASER.*

### **WHAT ABOUT "WALK-THROUGHS"?**

WE DON'T DO "WALK-THROUGHS" BECAUSE THEY PROVIDE TOO LITTLE PROTECTION FOR SUCH A MAJOR INVESTMENT.

### **CAN YOU BE PRESENT DURING THE INSPECTION?**

YES, PROVIDED THAT THE VENDOR AGREES TO YOUR PRESENCE, IN ADVANCE. TO AVOID DIFFICULTIES IT IS BEST TO DISCUSS YOUR INTENTION WITH YOUR AGENT, OR IN THE CASE OF A PRIVATE SALE, WITH THE VENDOR, BEFOREHAND.

### **HOW MUCH DO INSPECTIONS COST?**

"HOW MUCH COULD NOT HAVING AN INSPECTION DONE END UP COSTING YOU?" IS A BETTER QUESTION. JUST LIKE INSURANCE "YOU DON'T NEED IT TILL YOU NEED IT"

- **SKYSPECT** COMPREHENSIVE INSPECTIONS NORMALLY COST \$380 PLUS HST
- ADDING THERMAL IMAGING TO YOUR INSPECTION COSTS YOU NOTHING AND COMES WITH IT'S OWN SEPARATE REPORT.
- GIVEN THE VALUE OF THE INFORMATION IN THE REPORTS AND THE MONEY IT CAN SAVE A PURCHASER, OUR REPORTS CAN PAY FOR THEMSELVES MANY TIMES OVER.

### **WHAT OTHER TYPES OF INSPECTIONS DOES **SKYSPECT** PROVIDE?**

**WE OFFER THERMAL IMAGING SERVICES TO BUILDING AND INDUSTRIAL APPLICATIONS, INDUSTRIAL ULTRASONIC INSPECTIONS AND BOROSCOPE INSPECTIONS. THE USE OF THESE AND OTHER TOOLS HAVE HUNDREDS OF APPLICATIONS!**

IF YOU HAVE ANY QUESTIONS PLEASE FEEL FREE TO CONTACT US.  
WE ARE HERE TO HELP.

## **SKYSPECT Inspection Services**

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& Home Inspections**

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