

# Was Your Last Home Inspector Blind?

## *Learn Eight Things You Must Know To Avoid Hiring The Wrong Home Inspector*

### **1. Will the home inspection be performed by the owner of the company?**

Nobody works harder for you the client than the owner of the company! The success of the business depends on exceeding your expectations for quality and professionalism each and every time and you just don't get that level of service from "employee inspectors!" So be sure to get an inspection from the owner of the company because he has a vested interest in insuring your Total Satisfaction!

*Ultra Sound Home Inspections* is privately owned and operated by Bill and Kimpy Collins who perform every inspection. We are described by our realtor partners as "the detailed and thorough inspectors." We inspect every home as if we were purchasing it ourselves. We also spend as much time as needed with our clients so they fully understand our findings and know the exact condition of the property.

### **2. Is the home inspector part time or new to the business?**

It takes a full time inspector at least 100 inspections to develop the eyes, ears and nose for hunting down problems. Part-time home inspectors simply don't have the time in the field to develop that radar. Be sure to ask how many inspections the inspector conducts annually and how many years he/she has been doing them. **A quality full time home inspector conducts between 200 and 400 inspections annually - blind inspectors conduct 50 to 100 inspections annually.** Conducting 200-400 inspections each year requires extensive referrals, by prior clients, lenders, real estate agents and others -- so there is a much greater chance the inspector is not blind!

*Ultra Sound Home Inspections* is a full time home inspection firm that conducts approximately 400 inspections per year. We receive 90% of our business from referrals.

### **3. Does he or she have the proper education & training and do they offer additional services that may be necessary?**

Being a contractor is very different from being a Professional Home Inspector. Home inspectors are responsible for evaluating all of the systems and components of the home -- not just one aspect like the brick or the framing. To be able to provide a competent evaluation of all of these elements takes formal education, training and experience. Did the inspector attend one of the top home inspection schools **or did they complete a correspondence course, or learn their inspection skills from their brother in law "Bubba"?** **Do they offer other services such as radon gas or indoor air quality test? If the property has a pool or spa, are they certified to inspect it as well or does a third party inspector have to be involved?** Comprehensive continuing education and training is a must!

***Ultra Sound Home Inspections* is certified in Pre-Existing Homes, New Construction, Radon Gas, Indoor Air Quality, & Swimming Pools & Spas. Below are a list of our Certifications, Professional Education and Accomplishments**

- Tennessee Home Inspector License # 152
- ASHI Certified Member # 246296
- Active Member of Middle Tennessee Local ASHI Chapter
- EPA Radon Measurement Provider NRPP #104163
- Graduate of Midwest Inspectors Institute
- Graduate Auburn School of Engineering, Radon Testing
- Graduate Certified Pool and Spa Inspector, ITA
- Graduate Certified New Construction Inspector, ITA
- Mold Investigation and Certification, Pro-Lab Environmental Testing
- Advanced Training 3D Inspection Systems Software Training

**4. How long has the inspection company been in business?**

Is the inspection company locally owned and operated or are they some far away “faceless corporation” where no one is monitoring and evaluating the quality of their work? If you are dealing with a multi-inspector firm, how long has the inspection company been in business? Does the inspection company have dedicated employees serving as customer service representatives to schedule appointments and provide any needed follow up assistance or do you have to call “1-800-good-luck” to talk to a real person?

***Ultra Sound Home Inspections*** is privately owned and based out of Franklin Tennessee. We have been performing inspections since 2004 and will be your “go to” people for any concerns about your house for life.

**5. What type of inspection report will you be provided?**

The top home inspectors in today’s business don’t produce handwritten reports. A professional inspector will provide a combination checklist/narrative report. Technology has evolved where you should expect to receive a full-color report on site, with digital photographs of the issues discovered during the course of the inspection. The report should provide “Summary Pages” with specific categories like Action Items/safety issues, Attention/Repair Items, Recommendations/Upgrading and Deferred Cost Items, etc.

***Ultra Sound Home Inspections*** will provide a comprehensive computer generated 30+ page reports with digital photos. In addition we will provide complete detail of your . Visit our home page for a free sample.

The report should **not** contain repair costs or action plans for repairs. Professional home inspectors inspect -- they don't repair! **An inspector that makes repairs should always be avoided due to the conflict of interest inherent in that situation.**

**Ask for a sample of an inspection report** so you'll know what you can expect for your time and money. After all, you are the client!

**6. Does the home inspector offer a 90 Day Limited Home Warranty with each inspection?**

As an additional piece of mind and confidence in the work they perform, a Quality Professional Home Inspectors should offer a 90 Day Limited Home Warranty. This warranty should cover everything they inspect including the appliances.

*Ultra Sound Home Inspections* includes a 90 Day Limited Warranty with every inspection.

**7. Does the home inspector inspect alarm systems:**

Most houses sold today have an alarm system installed which should be inspected and tested annually. Top inspectors should provide means to inspect these systems as the house is being inspected.

*Ultra Sound Home Inspections* offers free alarm security inspections. When the home is being scheduled for the inspection, let us know if it has an alarm system and we'll have Brinks Home Security show up and inspect the system for free.

**8. Ask to see what other home buyers have said about the inspector:**

Quality Professional Home Inspectors ask their client's to complete comment cards upon completion of the inspection. Professional Inspectors want to know what they are doing right, as well as what might need improvement. If the inspector can't or won't provide client referrals, he might be blind in more ways than one!

**Below are just a few testimonies we have received back from some of our clients**

*"Bill & Kimpy took their time to explain things in a non-technical way. This was extremely important given the fact that we were first time home buyers and heavily reliant upon them to find anything not obvious to the naked eye. I would recommend Ultra Sound Home Inspections to my family and friends without hesitation as their customer service and professionalism were remarkable!"*

**Michael & Marcie English, Spring Hill, TN**

*"Thank you so much for your unparalleled attention to detail. This is the third home we have paid to have inspected and your company was much more detailed than the previous inspectors. We knew you came highly recommended and I am glad you were able to inspect our new home. I will surely recommend you to anyone that I come across looking to purchase a new home."*

**Alan & Stacey Foster, Bentwood, TN**

*"Hiring Bill & Kimpy at Ultra Sound Home Inspections was the best money I ever spent buying a house. They found all kinds of issues that the previous home owner didn't even know about which saved me a lot of money. I would never purchase another house without having these guys inspect if first."*

**Matt Calhoon, Nolensville, TN**

*"Thank you for sending the inspection report back so promptly. I'm extremely satisfied with your work and the reports could not have been any better. The report is very detailed and precise and the pictures are great. This will help my builder know exactly what needs to be done. I will recommend you to anyone I know who will be needing a home inspection."*

**Tim & Peggy Seneker, Murfreesboro, TN**

*"I wanted to take this opportunity to thank you for all of the time and consideration you gave to our home inspection. We truly appreciate all of the education you provided us with and the time you took to answer our questions and concerns. I am a real estate broker and if you are ever in need of a reference or testimony from me for your home inspection business, please don't hesitate to call".*

**Kristin Pendegraph, Spring Hill, TN**

*"Bill & Kimpy, I am truly sorry about the date mix up and thank you so much for fitting me into your busy schedule last Tuesday. It was very considerate of you for going out of your way to work me in that morning since it was my only day off. I was also very impressed with the care & respect you displayed for the present owner's property. I will definitely refer you to friends and family & intend to use your services in our future endeavors. Thanks again so much!"*

**Sue Eggert, Antioch, TN**

*"You guys were great and we were impressed with the fact that you took your time to explain the problems and gave us tips and recommendations to maintain our new house. We will definitely pass the word along about your company. Thank you."*

**Jim & Amy Wolter, Franklin, TN**

*"It's not very often that you find a company whose customer service goes above and beyond your expectations. Bill & Kimpy were extremely professional, friendly, and thorough. I will definitely recommend your company in the future."*

**Josh & Meghann Roberts, Thompson Station, TN**

*"Bill & Kimpy went beyond our expectations; they not only answered our questions but also took time to show us all of their findings with photos on their laptop that ended up in the report that night. They were very patient and took the time to help in every way possible."*

**Darin & Rita Lowery, Gallatin, TN**