

The Buyer's Broker, Inc.

Luxury Home Buying Guide

Keith Clark, BIC

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Saved \$57,000



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Welcome and Forward

Welcome to The Buyer's Broker of Greenville's Luxury Home Buying Guide. Purchasing a luxury home is much more complicated than purchasing a home at the median price. The luxury home market presents a unique set of challenges in almost every area of the home buying process. Searching, Valuing, Negotiating, Inspecting, Financing, and Transaction Management of a luxury home requires a higher level of expertise from the Client and their Buyer's Agent. Luxury home buyers often view the real estate transaction as relatively simple until they are deep into the transaction. They often make mistakes that cost them time and money and sometimes these mistakes are fatal and cannot be corrected until it becomes very expensive.

The Buyer's Broker is a consumer advocate. We introduced buyer agency to Upstate, SC in January of 1990 at the very beginning of the buyer agency movement. We participated in organizing and chartering the National Association of Exclusive Buyer's Agents and Keith Clark is recognized both locally and nationally as one of the pioneers in buyer agency. Every principle, process, system, and approach in the book was developed by the Keith during twenty five years of exclusively representing home buyers in Upstate South Carolina. [Read the Keith's Bio](#)

The book is written in chronological order of the real estate transaction. We encourage you to read it in its entirety before you begin the process or engage a buyer's agent. The more you know at the beginning of the transaction, the more we believe you will want us to help you locate, evaluate, and negotiate your luxury home purchase.

We've included Active Hyperlinks in many sections of the book to give you supplemental and authoritative information for more extensive reading and research. The more research you do before you begin your online search the more likely you are to purchase the right home, at the right price, on the right terms. We believe the more you know about the real estate transaction, the more you will want us to represent you in locating, evaluating, and negotiating your home purchase.

I look forward to speaking with you in the near future.

A handwritten signature in black ink that reads 'Keith'.

Keith Clark Broker/Owner

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House Plans ["Listen to me LIVE on WORD"](#) Saturday mornings 8-9 AM on 106.3 FM in Greenville"

The Ten Fatal Luxury Home Buying Mistakes

The Number One Fatal Luxury Home Buying Mistake is not performing a **Professional Right Price Analysis** on the subject property before making an offer. A Professional Right Price Analysis is critical in developing an effective negotiating strategy and provides you with the detailed information you need to evaluate the subject property. Most listing agents calculate their listing price based on a limited amount of information and their desire to secure the listing. Sellers often have inaccurate data and seldom accept the advice of a listing agent about needed improvements to the condition of the property. Make sure your buyer's agent has the experience, market expertise, and processes necessary to perform a **Professional Right Price Analysis** before you make an offer, not after you sign a contract.

The Number Two Fatal Luxury Home Buying Mistake is not understanding **Who represents Whom** in the transaction at first contact. The duties of loyalty, confidentiality, and advocacy are especially important to the luxury home buyer and unless your agent has specialized training in buyer agency they may not be qualified to provide the level of expertise you need to purchase the right home, at the right price, on the right terms. Choosing an agent with proven processes, sophisticated systems, and state of the art technology can make a profound difference in the quality of your real estate transaction and best of all doesn't cost you anything. The Buyer's Broker Homebuying System is a proven methodology for locating, evaluating, negotiating, your luxury home purchase. Review "**The Ten Fatal Luxury Home Buying Mistakes**" and then call me to learn more about how my approach to the process can make a significant difference in your real estate transaction. Best regards, Keith Clark 864-420-0262

3. Not Developing a Negotiating Strategy. Developing a Powerful Negotiating Strategy can save you tens of thousands of dollars. Our objective is always the same, purchase the property for the least amount the seller will accept, but the decision to purchase and the negotiations are two separate elements of the transaction which require independent data and processes. How and when to make the offer is also very important and having a professional negotiator develop and present your offer can make the difference in a great buy, an average buy, and in many cases, over paying with a typical agent.

4. Not Evaluating the Mechanical and Structural Components carefully before making an offer. The inspection period occurs after a contract is signed, but it's very important to investigate the condition of the property before you make an offer. The age and condition of the mechanical and structural components of the property will determine future maintenance cost and should be carefully evaluated before you make an offer, not after you've written a contract. A Buyer's Broker Certified Agent will review and verify the Sellers Disclosure Statement during the second visit to the target property.

5. Not Researching the Seller's Motivation. Knowing how long a house has been on the market and the seller's circumstances always affects the buyer's ability to negotiate. The target property

history report is often withheld from the buyer and in new home sales, the number of homes currently for sale in a subdivision will have a substantial effect on the sales price. Knowledge about the target property's history is of equal importance. Knowing the repair history, the credentials of the builder, and changes in the neighborhood are all issues the seller knows and information you need to discover to negotiate effectively.

6. Falling in Love with a Home. Buying a home that you've fallen in love with may lead to paying more than the seller is willing to accept. Developing the right negotiating strategy can only be accomplished if the buyer evaluates all the relevant variables into their analysis. Factors such as days on the market, current market conditions, and average list price to sell price are just a few of the factors that should be considered before you make an offer. When you fall in love with a house you compromise your negotiating position and unless you have an agent that knows what information to keep confidential and what information to share it can cost you real money.

7. Submitting a Poorly Written Offer. The structure of an offer to purchase has a lot to do with whether it is accepted, rejected, or countered. Writing a professional offer that is specific to the condition of the property and reflects the purchaser's ability to perform improves the buyer's negotiating position and increases the probability that no money is left on the table.

8. Shopping for the cheapest Attorney and Home Inspector. There are many expenses associated with your home purchase. Some of the expenses are commodities and price is the most important element of the decision, but when it comes to the closing attorney and home inspector price is not the most important variable. Experience and Competence is the most important factor when hiring a closing attorney and home inspectors. Knowing what to expect from high quality service providers is an important part of the home buying process and working with a high quality buyer's agent is critical to a successful real estate transaction.

9. Poorly Defined Home Buying Objectives. Defining home buying goals and objectives is more of a quantitative process that you might think. The more narrowly defined objectives, the more successful you will be in locating the perfect home for your family. Create your vision of the Ultimate Scenario and then write down each home buying criteria in order of most important to least important. Now it's time to define the geographical area most likely to provide you with the perfect home. You will often hear location, location, location, when there is a discussion of real estate, and it's true. Purchasing the perfect home means purchasing the perfect home in the perfect location.

10. Evaluating homes primarily on their physical features. Homes with similar features are not comparable if they are located in different communities, even if they are in neighboring communities. Fair Market Value includes on many factors such as size, age, quality of construction, finishings, market conditions, schools, and growth patterns. Evaluating Property critically is one of your agent's most important skill sets and only a qualified buyer's agent can evaluate property in the context of their client's goals and objectives.



Keith Clark - The Buyer's Broker of Greenville, SC 864-420262

The Buyer's Broker Home Buying System is designed to represent your best interest 100% of the time. We use a variety of systems and methodologies to save you money and we track your savings using the method below. I recently saved a Client \$ 103,132 on a single purchase.

Savings Record for a Recent Client

	<u>AMOUNT OF SAVINGS</u>	<u>DETAILS</u>
PRICE	<u>\$95,000</u>	List / Appraised Price - Purchase Price = Price Savings
LOAN	<u> </u>	Points = Current Market Rate - Loan Amount Rate = Current Market Rate - Rate Obtained, amortized for 5 years
REPAIRS	<u>\$7,388</u>	Cost of any repairs included in the contract and paid for by the Seller (except for Appraisal Repairs). List each repair and show value.
CLOSING COSTS	<u> </u>	All <i>closing costs</i> normally paid by the Buyer, but paid by the Seller per the sales contract (list each item and show the value).
INSURANCE	<u> </u>	Five times the difference between the annual premium of the insurance chosen and the average of all like policy premiums obtained for the Buyer.
OTHER	<u>\$744</u>	List item and value of any other savings obtained for the Buyer. Cost of One Year Home Warranty
TOTAL SAVINGS	<u>\$103,132</u>	

Defining Your Luxury Home Buying Goals & Objectives

Locating the perfect property begins with well-defined goals and objectives. The more narrowly you define your Ultimate Scenario the easier it will be to locate the perfect property. The first step in the process is to ask yourself a series of questions.



1. How long do you expect to own this home?
2. What is the ideal number and description of rooms?
3. What is the minimum number of heated square footage I need?
4. What is my ideal price range?
5. How important is resale? What is the likelihood that I will be transferred?
6. What is the longest acceptable commute?
7. What is the probability that my family will grow while I live in the home? (i.e. Children, Elderly Parents or In-laws).

When you have answered these questions and weighted their importance, it's time to put your goals and objectives to paper. Write down each criteria in the order of most important to least important. Now it's time to find the geographical area most likely to provide you with the perfect home. You will often hear Location, Location, and Location, when there is a discussion of real estate, and it's true. Purchasing the right home at the right price also means purchasing in the right location.

The basic criteria includes minimum number and types of rooms, desired age and type of construction, minimum square footage, price range, geographical location, basement, and minimum size of lot.

Mandatory features include the size of rooms, ceiling height (8 or 9), type of finishing, preferred colors, type of cabinetry, fire place, and special features. When you have identified the basic criteria and mandatory features of your ideal home then move on to identifying the secondary or less important features you desire. When you have a clear vision of your perfect home then it's time to see what the market will provide for the money you want to invest.



The Ultimate Comprehensive Luxury Home Search

Purchasing the right home, at the right price, on the right terms requires a complete and thorough search that begins with the MLS and ends with homes that may be coming on the market in the future. The Buyer's Broker of Greenville searches for homes not available through traditional channels. These sellers have different motivations for not listing their homes and it's important that your search methodology has procedures for both viewing these properties and interacting with listing agents and home owners.

1. **The Multiple Listing Service** is the most accurate and comprehensive database of listings information on homes for sale. Only members of the MLS have direct access to the information and we are principal members. The first step in the search process is creating a Listing Watch for your geographical area and price range is the first step in the Search.



2. **For Sale By Owner** homes are common in our market. Knowing how to approach a For Sale By Owner property can make a significant difference in both the price and the process if one of these homes becomes a target property. Most FSBO owners have very limited information about market conditions, sold data, and pricing models. They usually price their homes at the very top of the market because they are usually testing the market before they list it with an agent when they become serious about selling. This is not always the case but most of the time FSBO homes are not motivated to sell.



3. **Collaborate with your Buyer's Broker Certified Agent** to determine the scope of your search. The Buyer's Broker has access to many homes that are not on the market. Determine under what scenarios you would view homes that have not officially been put on the market. These homes often present a unique circumstance and can be the right approach but only if you willing to pay the price which may be at the high end of the market.



Why Exclusive Buyer Agency is so Important

The South Carolina Real Estate License Law, in Section 40-57-139 (A) (1) and (2), requires a real estate licensee to provide..... a meaningful explanation of agency relationships offered by the licensee's Company. This must be done at the first practical opportunity when you and the licensee have substantive contact.

Knowing Who Represents Whom in the Real Estate transaction is critical to a high quality transaction! Traditional agents represent sellers. This means they must legally negotiate in favor of the seller and put the seller's interests first. Their objective is to SELL YOU a house. Exclusive Buyer's Agents, are advocates of the buyer. Only an Exclusive Buyer's Agent can legally put the buyer's interest first and negotiate in favor of the buyer for a lower price and better terms. However, BEWARE; Nearly all agents who say they are Buyer's Agents also take listings and spend most of their time selling homes -- not representing buyers. They practice dual agency and designated agency and are NOT Exclusive Buyer's Agents.

We are Exclusive Buyer's Agents. Exclusive Buyer Agency is the highest level of service you can receive when purchasing a home. Our Philosophy is "If we can't talk you out of buying the house, then it's probably the right house". The Buyer's Broker of Greenville will locate, evaluate, and negotiate your purchase with passionate advocacy that only comes from a Buyer's Broker Certified Agent. Our consultant's approach to the home buying process puts you in control with proven processes, sophisticated systems, and state of the art technology. Watch the Video on Exclusive Buyer Agency <https://youtu.be/AXS-cSsEk4U>



The Buyer's Broker Pledge and Commitment to You! We will be:

1. LOYAL to YOU 100% of the time and NEVER represent the seller.
2. NEVER switch agency relationships with you.
3. PROTECT and PROMOTE YOUR BEST INTERESTS.
4. ON YOUR SIDE and negotiate the BEST POSSIBLE PRICE and TERMS we can for you.
5. OBEY your lawful instructions.
6. Keep CONFIDENTIAL any personal or financial information which could adversely affect your bargaining position.
7. Provide you with the BEST ADVICE so that YOU can make INFORMED CHOICES and sound decisions.
8. ASSIST YOU throughout the entire transaction, representing YOUR BEST INTEREST when shopping for the right mortgage loan, insurance, and any other ancillary service.
9. Always be YOUR ADVOCATE.

Know Your Local Market Conditions

Local Market Conditions have a significant effect on your investment in a home! Every neighborhood is unique and it's critical to know all the details of your target market when you're valuing and evaluating property. Study the statistics and trends and monitor the activity in your target market to learn how they affect pricing and resale, and then overlaying local market conditions when you're evaluating a property. [View the Current Local Market Report](#)

It's often said that all real estate is local and it is true. Every neighborhood is unique and it's critical to know your target market when evaluating and valuing property. Study the statistical data and monitor the activity in your target market to learn all the variables that affect pricing and resale and then make adjustments by overlaying current statistics and market conditions.



The Buyer's Broker of Greenville publishes our Monthly Market Update each month and includes all the Multiple Listing Service statistics. We summarize the short term and long term trends and Keith discusses them each month on our local radio show "House Plans".

View the Current Market Update by clicking on the Link below

<https://www.GreenvilleBuyersAgent.com/Web/AR479310/Blog/index/1>

Posted on February 27, 2019 - 02:33 PM by Keith Clark

[February Market Update!](#)

[Cumulative MLS Statistics](#)

[January MLS Statistics](#)

[Year to Date MLS Statistics](#)

[GGAR Market Statistics](#)

We at **The Buyer's Broker** believe the more you know, the more you will want The Buyer's Broker of Greenville to represent you in your next real estate transaction.

Evaluating and Valuing Luxury Property

Evaluating and Valuing Property thoroughly before you make an offer is critical to a high quality transaction. It's important to have an agent who can assist you in evaluating and valuing property correctly before you decide to make an offer on a property, not after you've signed a contract. It's also critical to value the property correctly before you make an offer or develop a negotiating strategy.

It's not uncommon for listing agents to over value property. The conflict of interest in listing presentation is designed to secure the listing and often

The Buyer's Broker of Greenville prepares a Right Price Analysis independent of the seller and their agent. We value property based on the predominate value in the neighborhood, not just one over priced listing that was used to price the target property. We measure the heated square footage of the target property, analyze the recent comparable sales data, and develop a reliable opinion of value that is the foundation of developing a savvy negotiating strategy.



Quality of Construction: There are many types and quality of construction in every real estate market. Your agent should be able to recognize the difference in a stick built home and a production built home, in a thirty year shingle and a twenty year shingle, in a contractor grade HVAC and a high quality HVAC, in synthetic stucco and Portland cement stucco. Knowing the types and quality of construction for the local market can make the difference in thousands of dollars in future maintenance costs.

Sellers Disclosure: South Carolina mandates that every seller provide a Sellers Disclosure Statement to the home buyer before signing a contract. This information can be critical in writing an offer that protects your best interest. The Buyer's Broker of Greenville analyzes this information before an offer is written so we can make sure our client is protected.



Seller Motivation: Knowing the Sellers motivation can provide you with critical information when you begin developing a negotiating strategy. The real estate industry has long been perceived by the public as focusing on closing a sale rather than representing their client. The Buyer's Broker is passionate about advocacy and it's one of the reasons that were different than a traditional agent.



ADDRESS: _____
Street
City
State
Zip Code

STYLE: ☐ Traditional ☐ Contemporary ☐ Soft Contemporary
☐ Mediterranean ☐ Victorian ☐ French
☐ Colonial ☐ Tudor ☐ Other

COMMENTS:

<u>Location:</u>	Good	Fair	Poor		<u>Interior:</u>	Good	Fair	Poor
Traffic	_____	_____	_____		Dining Room	_____	_____	_____
Public Gatherings	_____	_____	_____		Kitchen	_____	_____	_____
Access to					Den/Study	_____	_____	_____
Work		_____	_____	_____	Living Room		_____	_____
Shopping		_____	_____	_____	Laundry		_____	_____
Schools		_____	_____	_____	Playroom		_____	_____
Entertainment	_____	_____	_____		Garage/CP	_____	_____	_____
Parks/Museums	_____	_____	_____		Playroom	_____	_____	_____
Transportation	_____	_____	_____		Basement	_____	_____	_____
					Attic	_____	_____	_____
					Roof Deck		_____	_____
<u>Exterior:</u>					Stairs	_____	_____	_____
Doors	_____	_____	_____		Light Fix	_____	_____	_____
Windows	_____	_____	_____		Bathroom Fix	_____	_____	_____
Paint	_____	_____			Paint	_____	_____	_____
Roof	_____	_____	_____		Carpet	_____	_____	_____
Landscaping	_____	_____	_____		Flooring	_____	_____	_____
Sidewalk	_____	_____	_____		Layout	_____	_____	_____
Driveway		_____	_____	_____	Size		_____	_____
Siding/Brick	_____	_____	_____					
Gutters	_____	_____	_____		<u>Overall:</u>			
Fence	_____	_____	_____		Exterior	_____	_____	_____
Lighting	_____	_____	_____		Interior	_____	_____	_____
Porch	_____	_____	_____		Location	_____	_____	_____
Patio/Decks	_____	_____	_____					
Workshop	_____	_____	_____					

The Luxury Property Inspection Process

The type and scope of inspections you perform on a luxury home purchase is critical to the process. We begin by viewing and reviewing the overall condition of the property before you make an offer, not after you've signed a contract. Performing effective due diligence prepares you for the inspection period by focusing attention on the overall condition of the property in the context of a Professional Right Price Analysis. Attention to the condition of the property and how it effects the valuation will prepare you to select the appropriate type and scope of the inspections that should be performed.

(Step 1) Review all the Seller Disclosure Documents carefully during due diligence. Then identify all exceptions and non-opinion disclosures for additional scrutiny. Inspect the target property with your agent to identify any evidence of latent defects or functional obsolescence to determine if specialized or specialty inspections are appropriate. The rule of thumb is when in doubt, inspect, inspect, inspect. More inspection rather than less inspection is always a better approach. If there is any question about the condition of a system pay special attention to inspecting that system. The inspection period is a unique opportunity to become intimate with your new home and it's critical to take advantage of it. Experienced buyer's agents are trained in valuing and evaluating property correctly and can assist in the analysis as part of their due diligence before you make an offer to purchase.

(Step 2) Identify the type and scope of inspections to be performed. The cost benefit analysis of the type and scope of inspections to perform is determined by the overall age and condition of the property. The first and most important inspection is the general home inspection but there are other types of inspections that may be appropriate. Every major system and component of the target property should be reviewed during the final viewing to determine if specialized testing may be appropriate. Some repairs and improvements should be addressed in the offer to purchase when appropriate. Every seller's circumstances are different and the condition of the property is an essential element of the target property Right Price Analysis. (See The Buyer's Broker Home Buying System)

(Step 3) Select and Schedule Experienced, Credentialed, and Ethical inspectors. Choosing high quality professional inspectors is the most important task in inspecting the subject property. Like most things, begin your research online, but remember, the internet is a great place to do research but when it comes to hiring the right inspector look for experience, credentials, and ethics. Review testimonials and ask questions to learn about the inspector's competence. We all know when we're talking to someone who is competent so trust you instincts. Last but not least, ask the right questions before you make a decision on which inspectors to hire. We have created a list of questions on the next page you should know the answers too before you hire a home inspector.

Questions to Ask Before you Hire a Home Inspector?

1. Are you a member of a professional inspection organization? Reputable home inspectors will be members of one of these organizations: the National Association of Home Inspectors, the American Society of Home Inspectors or the International Association of Certified Home Inspectors. Each organization has certification and licensing procedures and requires members to follow procedural and ethical standards when conducting home inspections.
2. What's your background? The best home inspectors are typically those who have experience in the building industry. You want to work with an inspector who knows what's inside the walls of your home and understands the basics of local building codes and requirements.
3. How much experience do you have? We recommend a minimum of five years' experience.
4. How long will the inspection take? On average, a home inspection should take two to three hours to perform. If you're dealing with a large home, a fixer-upper or an older home, the inspection should take even longer. Don't hire someone who promises to be in and out within an hour or two, as this is too short a time to thoroughly inspect a home.
5. What will you inspect? Keep in mind that it's not a home inspector's job to inspect things that can't be seen. The inspection won't reveal any wiring problems hidden behind drywall or any mold problems under the shower tiles. With that said, an inspector should evaluate every possible visible place in your home, including the roof, basement and attic. And the home inspector should be in physical shape to access these places, even if a ladder or flashlight is required.
6. Can I attend the inspection? A refusal to this simple request is a red flag. A home inspection is the best opportunity to learn about your home and talk about any possible repairs that may be needed. A great inspector will talk you through everything he discovers after the inspection.
7. What kind of inspection report do you offer? Most inspectors will provide a report within 24 hours. It's important to be sure the inspector's reporting style will meet the requirements of your lender as well as your own personal preferences. Ask to see samples of their previous home inspections if you aren't sure. Of course, you'll also want to ask about the inspector's fees and schedule. But before you get to those, find the right inspector by asking these seven questions.

The General Home Inspection

The General Home Inspection is mission critical to a high quality real estate transaction. Choosing a qualified inspector is like many other elements of the transaction, you want a highly trained professional with great industry credentials, extensive experience, and a commitment to over performing.



Selecting the type and scope of the inspections to perform requires a careful review of the Sellers Disclosures as well as the experience to recognize red flags that require further investigation. Many red flags are not visible to the inexperienced real estate agent and recognizing these red flags can mean the difference in carefree living and thousands of dollars in maintenance and repairs. Choose an agent that has at least ten years of specialized experience in exclusive buyer agency.

The home inspection takes approximately three to four hours to perform and we recommend that you attend if at all possible. Wear clothes that will allow you to get a little dirty and inspect the attic and crawl space of your new home. We believe this is the only time you will ever view you home with the same level of scrutiny that you have at this time.

We recommend that you choose an ASHI Certified Inspector. When the inspection is complete the Inspector will review the overall condition of the home as well as identify the items that are of special concern. You can read more about home inspections by visiting the American Society of Home Inspectors website at www.ASHI.org.

The Mission of ASHI is to set and promote standards for property inspections and to provide the educational programs needed to achieve excellence in the profession and to meet the needs of our members.

ASHI is the most respected professional association for home inspectors in North America. Through ASHI's Standards of Practice—covering all of a home's major systems—are now part of many pieces of state legislation and are recognized by consumers as the authoritative standard for professional home inspection.



Radon Testing in Upstate South Carolina

We recommend Radon Testing in Upstate, SC. The EPA has classified Greenville County South Carolina is a Level 1 Radon Zone. Radon is a radioactive, colorless, odorless, and tasteless gas. It is formed as natural deposits of uranium throughout the earth's crust decay. As radon decay products are inhaled, they can alter the cells in the lungs. These alterations can increase the potential for getting lung cancer. Radon is the second leading cause of lung cancer behind smoking. An estimated 14,000 people die of radon related lung cancer each year. [EPA Citizens Guide to Radon](#)



The amount of radon in a building is dependent upon several factors. These factors include the geology, a driving force, pathways into the building, and the ventilation rate. As the concentration of uranium is in the underlying soil increases, so does the strength of the radon. Radon is transported to buildings more easily through permeable soils. Buildings can create pressure differentials that will draw in the soil gases. Radon can enter the building through many paths such as cracks in the foundation, utility penetrations, sumps, and floor drains. The ventilation rate of the building affects the final radon concentration.

EPA has made the recommendation of no long-term radon exposures above 4 pico curies/liter (pCi/L). This action level was based on both health and economics. The only way to tell if a building has elevated levels of radon is to have it tested.

In 2003 the EPA updated the estimates of lung cancer risks from indoor radon based on the National Academy of Sciences' (NAS) latest report on radon, the Biological Effects of Ionizing Radiation (BEIR) VI Report (1999). EPA worked closely with the Science Advisory Board (SAB), an independent panel of scientific experts, to determine how best to apply the risk models developed by the BEIR VI committee. The SAB's advice and recommendations were incorporated modifying and extending the methods and approaches used in BEIR VI to construct a single model yielding results midway between the results obtained using the two models preferred by the BEIR VI committee. The Agency's updated calculation of a best estimate of annual lung cancer deaths from radon is about 21,000 (with an uncertainty range of 8,000 to 45,000), which is consistent with the estimates of the BEIR VI Report. A single risk model also permitted the Agency to calculate a numerical estimate of the risk per unit exposure [lung cancer deaths per working level month (WLM)] which will be used to update estimated lung cancer risks from radon in various publications, including A Citizen's Guide to Radon.



Do you need a CL-100 / Wood Infestation Report?

The short answer is “Yes”, Do not sign a contract without a CL100 Inspection clause! The CL100 inspection (Termite and Moisture Inspection) is a critical path item in The Buyer's Broker Home Buying System. Don't write an offer or sign a contract that does not give you the opportunity to inspect the property thoroughly. [View the Official CL100 Report](#)

What is a CL-100 (Termite Letter)? A Wood Infestation Report is a report of visible infestation and damage caused by insects (e.g., termites and beetles) and decay in accessible areas of the structure, with the inspection for decay fungi limited to the portion of the structure below the level of the first main floor. It informs the lending institution and buyer of the results of an inspection by a Pest Control Operator. As a protective measure, banks and lending institutions require that homes be inspected for damage from termites and other wood-destroying organisms before they will loan money on the home. The Wood Infestation Report is a two-page document. The first page provides basic information about the inspection, such as the address of the property, and it answers such general questions as:



- 1) Where was the damage found?
- 2) What caused the damage?
- 3) Is there any visible evidence of infestation or previous treatment?
- 4) Any obstructions or inaccessible areas which cannot be inspected?
- 5) Were all damages reported?
- 6) Was a builder contacted to assess the damages?

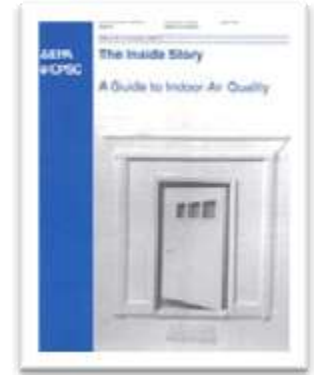
Page Two of the Wood Infestation Report provides space to comment on details regarding data disclosed on the first page of the report. It identifies special areas of concern, such as locations of previous treatment, and it identifies areas that are inaccessible for inspection. If there is any evidence of active infestation or past infestation of termites or other wood destroying insects or fungi, it must be reported in the letter. Any visible damage in the accessible areas will be reported in detail. Many banks, lenders, and buyers will require any problems be corrected before buying a property. If there are problems that need to be corrected we will quote the work to be done at the time of doing the CL-100. Sometimes a builder or qualified engineer may need to provide their opinion on whether there is structural damage to the property.

A "**clear**" **CL-100** indicates that there is no visible wood destroying insects present at the structure, and no damage caused by wood destroying insects. It also indicates that there is no structural water damage that requires repair, and no adverse moisture conditions that require repair and/or corrective action.

(AIQ) INDOOR AIR QUALITY TESTING

Indoor Air Quality Concerns have become more prevalent during the past twenty years and many home buyers are spending the money to test for air quality. We recommend you do an Air Quality Test during the inspection period.

In the last several years, a growing body of scientific evidence has indicated that the air within homes and other buildings can be more seriously polluted than the outdoor air in even the largest and most industrialized cities. Other research indicates that people spend approximately 90 percent of their time indoors. Thus, for many people, the risks to health may be greater due to exposure to air pollution indoors than outdoors. [EPA Guide to IAQ](#)



Because so many Americans spend a lot of time in offices with mechanical heating, cooling and ventilation systems, there is also a short section on the causes of poor air quality in offices and what you can do if you suspect that your office may have a problem. A glossary and a list of organizations where you can get additional information are available in this document.

All of us face a variety of risks to our health as we go about our day-to-day lives. Driving in cars, flying in planes, engaging in recreational activities and being exposed to environmental pollutants all pose varying degrees of risk. Some risks are simply unavoidable. Some we choose to accept because to do otherwise would restrict our ability to lead our lives the way we want. And some are risks we might decide to avoid if we had the opportunity to make informed choices. Indoor air pollution is one risk that you can do something about.



In addition, people who may be exposed to indoor air pollutants for the longest periods of time are often those most susceptible to the effects of indoor air pollution. Such groups include the young, the elderly and the chronically ill, especially those suffering from respiratory or cardiovascular disease.

While pollutant levels from individual sources may not pose a significant health risk by themselves, most homes have more than one source that contributes to indoor air pollution. There can be a serious risk from the cumulative effects of these sources. Fortunately, there are steps that most people can take both to reduce the risk from existing sources and to prevent new problems from occurring. This booklet was prepared by the U.S. Environmental Protection Agency (EPA) and the U.S. Consumer Product Safety Commission (CPSC) to help you decide whether to take actions that can reduce the level of indoor air pollution in your own home.

DEHEC SEPTIC TANK TESTING

We always recommend a specialized septic system inspection if the subject property is on septic! It's common in South Carolina for a home to use a septic system to treat plumbing waste. Approximately 60 percent of homes are served by public or community sewer systems. The rest — more than 1 million households — rely on septic tanks located on their property. Well designed, well-maintained septic tank systems use nature to break down and filter the waste we flush and rinse away. They can be the safest, most cost-efficient way to treat wastewater. [DEHEC Website for More Information](#)



A septic system receives, treats and disposes of unwanted wastewater and solids from the plumbing system. Solids are partially broken down into sludge within a septic tank and are separated from effluent (water) and scum (fat, oil and grease). Effluent regularly exits the tank into a drainfield where it is naturally filtered by bacteria and reentered into the groundwater. Scum and sludge must be pumped periodically and should never enter the drainfield.

- ☐ Find the date that the tank was last pumped. Ultimately, sludge level should determine whether a tank should be pumped, but knowledge of previous pumping dates can be a helpful reference.
- ☐ Check the sludge level with a “sludge judge” or a similar device. Sludge accumulates on the tank bottom and should not occupy more than 1/3 of the tank’s total volume or rise to the level of the baffles.
- ☐ Ensure that the system is large enough for the home that it serves. A four-bedroom home, for instance, typically requires a 1,200-gallon tank. The more occupants living in the home, the larger the tank that is required. Capacity in gallons can be calculated by tank dimensions. For rectangular tanks, length x width x depth in feet x 7.5 = capacity in gallons. For round tanks, 3.14 x radius squared x depth in feet x 7.5 = capacity in gallons.
- ☐ Check for liquid waste that has made its way to the ground surface. This condition is unsanitary and indicates that the system is overloaded. Make sure that the tank is watertight so that wastewater does not contaminate groundwater, and groundwater does not flow into the tank and cause it to overflow.
- ☐ If riser lids are present, they should be inspected for cracks and made sure they are secure.
- ☐ Make sure that the baffles are firmly connected to the tank’s inlet and outlet pipes.
- ☐ Drain lines should each receive the same amount of wastewater. They can be examined by opening the distribution box. If the box becomes tipped or clogged, it will disproportionately allocate effluent, and potentially flood sections of the drainfield.

