



## In This Issue

- **On the Horizon** - new developments in real estate
- **Tale Tell Signs** - deficiency indicators to look for
- **Let Papa Help** - millennial home ownership
- **Featured Realtor**
- **Coffee on Me!**
- **Realtor Resources**
- **[Listing Review](#)**
- **[Realtor E/O Coverage](#)**
- **[Inspection Tips](#)**
- **[Info for Clients](#)**



You may have heard of the [Home Energy Score™](#) (HES) and the [Home Energy Rating System®](#) (HERS). No, they don't refer to separate bathrooms or closets. HES and HERS are energy efficiency rating tools used to rate existing and newly constructed residential buildings, respectively. It's been many years ago now that the US Department of Energy (DOE) developed the Better Buildings® initiative to address efficient energy usage in all habitable buildings from homes to high rises; residential, commercial and industrial.

Since then the initiative's infrastructure has evolved to include the resources of several federal, state, and local agencies including the Environmental Protection Agency (EPA), the Department of Housing and Urban Development (HUD), and the Federal Housing Administration (FHA). Grassroots efforts have also risen from the initiative, such as the non-profit Residential Energy Services Network® (RESNET) that developed the HERS® rating index.

**What does all this have to do with our local real estate industry?** Well, the direction is clear.

Green is becoming the new normal in terms of energy usage, public policy, and expectations of the home buying consumer. Marketplace energy conservation has been well established as with the Energy Star® program (a combined initiative of the DOE and EPA) to indicate energy efficiency of home appliances, building components and materials, and even complete manufactured and custom homes.

It's already clear regarding the expectation of availability of energy efficient homes in the real estate marketplace. Major cities such as Portland, OR, Denver, CO, and [Austin, TX](#) now have existing municipal policies requiring homes listed for sale to obtain a HES or HERS rating in an effort to motivate sellers and buyers to bring a house up to a minimum energy usage standard.

Predictably it may not be far off that houses will have to be brought up to a minimum energy usage standard just to qualify for a sales transaction. Policies and regulations are now being introduced and implemented involving all market resources, including the real estate sales industry (i.e., MLS), federal, state and municipal governments, and mortgage financing guarantors (i.e., HUD, FHA, VA) all of which will contribute to the cohesive influence toward energy efficiency in housing.

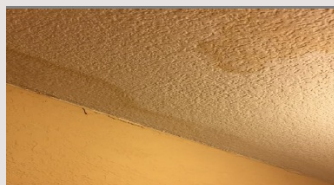
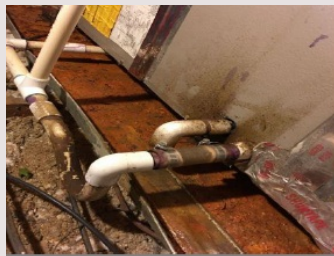
Stay tuned to the HeadsUp Realtor Newsletter for more in this series regarding energy initiatives and the real estate market.

## Tale Tell Signs

When touring a prospective listing or showing a buyer, do you sometimes notice things that don't look right?

This series presents some common indicators that are easy to spot and that you've probably seen before.

To the right are explanations of what it is and how it got that way. The indicators you see are definitely signs of a past problem, and possibly a current problem causing more damage.



## The Problem

A rust colored stain on the exterior of the house often indicates there has been long term draining of the secondary HVAC condensation drain.

The secondary drain releases condensation only as an emergency measure when water is in the drain pan because the primary condensation drain is stopped up.

You may also notice related damage due to the excess water overflowing the drain pan, such as water stains on the ceiling below.

## Guidance

HeadsUp Inspection Services offers two resources that specifically help the listing agent and client assess the condition of a house when problem indicators are present, or not.



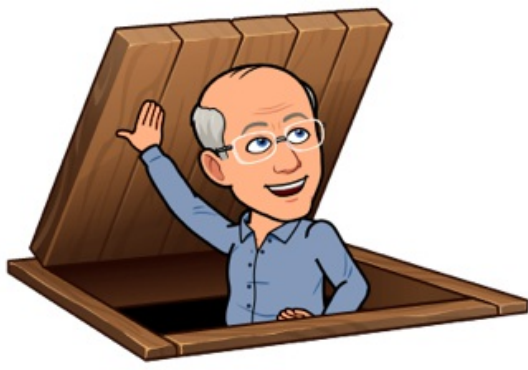
## Resources

[Listing agent consultation:](#)  
Contact [Pete Lewiston](#) for a **complimentary**, no cost **Deficiency Indicator Survey** (see below).

[Listing Inspection:](#)  
Advise the listing client to obtain a pre-listing inspection.

## Let Papa Help

Do you have clients who could use some grandfatherly attention? Millennial homebuyers are starting to hit the market. As a realtor you may have noticed the relative indifference and lack of knowledge this generation has concerning physical maintenance. They have



mostly known automation and increasingly durable products for so

much of their lives that it may seem strange that a house can't take care of itself. In fact, the concept that it might take some effort to maintain their new home might come as a shock. Let me help with this situation.

A grandfather of five, veteran school administrator; building services professional for over 20 years, and with the wrinkles and gray hair to prove it all, I have what it takes to counsel young homebuyers regarding the condition of their prospective home. Allow me to provide the knowledge and compassion to help ease your client's mind about their home inspection (whatever age they may be). Pete Lewiston TREC Lic. 22679

## My Treat!

**Win a major brand Gift card\*** for coffee/refreshments by participating in the HeadsUp Weekly Quiz Contest!

If you received this newsletter in your email you are currently subscribed. If not, [SUBSCRIBE HERE](#) to receive the Weekly Quiz Contest offerings.

\*See HeadsUp Weekly Quiz Contest (Contest) rules in the Contest email.



## FEATURED REALTOR



### Wes Griffin – Keller Williams Ft. Worth

**About Wes:** Besides his career as a realtor, Wes has been an award winning band director at Castleberry ISD, and continues to perform and educate as a professional musician and free-lance percussionist.

**Experience:** Wes is a successful real estate agent providing listing services for homeowners looking to sell their house, and expert help for clients desiring to buy a home.

**Location:** Wes's primary service area is Ft. Worth and surrounding communities, although he serves clients and properties throughout the DFW area and beyond.

**Contact Information:** cell: 817 343-0797 email: [wesgriffin@kw.com](mailto:wesgriffin@kw.com)

Note: Several of Wes's clients have benefitted with their home inspections by receiving a Preferred Realtor discount off the [published rates](#) at [HeadsUpHome.com](http://HeadsUpHome.com). [Contact Pete Lewiston](#) at HeadsUp Inspection Services and be a Preferred Realtor for your client's inspection needs.

## REALTOR RESOURCES

### **FREE Deficiency Indicator Survey**

The **Deficiency Indicator Survey** is an informal service of HeadsUp Inspection Services offered to any listing agent at **no**



**cost.** [Contact](#) Pete Lewiston to arrange a walk-thru at your new or current listing to determine those indicators that will lead to identified deficiencies on a buyer's inspection. This information can give the listing agent a headsup for counseling the listing client regarding the condition of the home; possible implications for the sale of the house; and planning for pricing/negotiation strategy.

## Realtor Error and Omission Coverage

When your clients use HeadsUp Inspection Services **you're covered!** We use the [InspectorPro Insurance](#) program. E/O Additional Insured - Referral coverage is automatically extended to a referring realtor on any HeadsUp inspection. InspectorPro also has an in-house pre-claim legal department which all but eliminates the probability of claims to start with. Refer with confidence.



## Inspection Tips

It's impossible to look at something if you can't get to it. Sometimes homes are allowed to get cluttered and areas we don't access often can get blocked off by storage items.

When the home is on the market, however, attention and effort should be given to making all areas of the house accessible for showing and inspection. Visit this link, [Tips for the Home Inspection](#) to get a better understanding of what needs to be accessible for a successful inspection. These Tips are a good thing to share with your listing client too.

## Important and Relevant

That's the kind of information I try to provide in every [HeadsUp Homeowner Newsletter](#). When a person knows what they're seeing around their house, the more motivated they may feel about maintaining its condition, and value. Give your client a useful perk at closing with a [free subscription](#).



[HeadsUp Inspection Services](#)

[HeadsUpHome.com](#)

(Toll free) 469 612-5440

[pete@headsuphome.com](mailto:pete@headsuphome.com)

[Order Online](#)



© HeadsUp Inspection Services 2018 all rights reserved