

HOME WARRANTY 101

HOW HOME WARRANTIES WORK... AND HOW THEY DON'T WORK

Why are home inspections necessary?

For most people, purchasing a home is the largest investment they'll ever make. It's no wonder homebuyers (and agents, too) employ professionals to inspect the structural and mechanical systems of the home and report on their condition.

Most homebuyers lack the knowledge, skill and emotional detachment needed to inspect homes themselves.

A licensed Home Inspector is looking for **major defects**, things that aren't working and costly.

Can home inspectors inspect HVAC systems?

Home Inspectors are generalists. An experienced Home Inspector with a proven track record brings a depth of knowledge learned in the field.

Home Inspectors, though, don't have the tools or knowledge to conduct a thorough HVAC inspection. HVAC systems, like cars, can work even if there are major problems. It is highly recommended that you get an HVAC system checked by a separate licensed specialist.

Should every new homeowner have an HVAC inspection?

YES! That is, unless the HVAC system still has a manufacturer's warranty already on it or the new homeowner has the service records from the previous owner. **For a minimal cost of \$75–\$150, an HVAC inspection performed by a licensed HVAC Inspector could save the owner \$6,000–\$8,000 or more—that's a great investment!**

Relying on a Home Inspector alone to find heating and air conditioning problems could cost the homeowner *after* they've already bought the home.

What exactly is a 'pre-existing condition'?

Within a home warranty context, a pre-existing condition is any system or appliance that is failing or has failed **before the date of coverage.**

Real Estate Agents should make sure to set proper expectations that a home warranty will only cover repairs and replacement of systems and appliances that fail **after coverage begins.**

Questions? Contact me for a "chalk talk"!



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