

## REALTOR RESOURCE



Steven Ramos  
Home Inspector

### EnviroVue Value Package

- 400 Point Home Inspection
- Free EnergyCheckup
- Free Money Back Guarantee
- Limited Mold Inspection
- Child Safety Inspection
- Free Escrow Billing



**EnviroVue**  
Home Inspection

Making Home a Safer  
Place for Family

Call Toll Free  
866-541-2283

## MOLD THE NEXT ABESTOS?

Have you ever seen **water stains** during your pre-listing inspection and recommended painting over the stains in preparation for the sale?

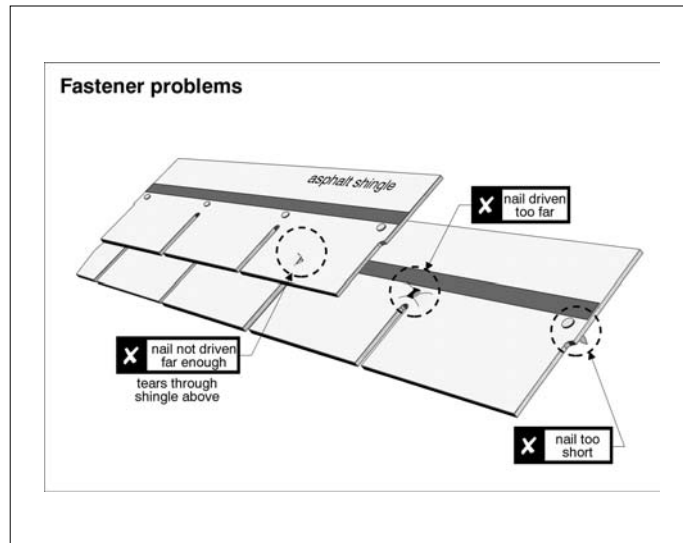
Have you ever asked a client to clean **mold/mildew** on a wall near a bathroom or laundry room?

Have you ever listed a property where you had knowledge of **previous water damage** and did not recommend to your seller/buyer that a test for mold be conducted?

If you answered yes to any of these questions then you were in a position of liable. Yes, even though you are not an environmental expert your clients are expecting that you, the Real Estate Professional, properly advise them when and where they may be at risk?

### What to do?

First and foremost, the best way to protect yourself is to protect your client. To answer that question we must first



Fastener problems often lead to roof leaks even in new homes

understand what mold is, how we identify when there is a mold problem, and what specific actions we can take to protect our clients.

### What is mold?

Mold is a naturally occurring fungi. It exists in different forms in all 50 of the United States. Fungi are responsible for decomposing cellulose

based materials in our environment (i.e. Wallpaper, framing, plywood, strand board, and building paper—all of which are found in homes today). Fungi need three things to survive; moisture, food, and warmth. Common sources of moisture in homes are leaky pipes, improperly ventilated bathrooms, and roof leaks that go undetected.

## ABOUT THE AUTHOR

Steve Ramos is a professional home inspector for EnviroVue Home Inspection. He has lived in Sonoma County since 1975. His hobbies include baseball and hiking. Steve has been a home inspector since November of 2002. He is certified by the American Home Inspectors Training

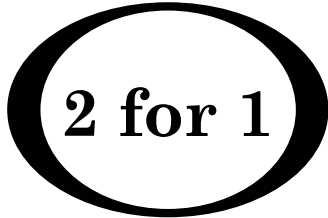
Institute as a professional home inspector. He is also certified as a Residential Energy Inspector by the California Public Utilities Commission. Previous to the home inspection industry Steve held numerous Sales and Marketing positions in a variety of industries, including: real

estate and technology. His **strong communications skills, excellent reporting techniques, and strong technical training** make him a good choice to represent your clients in their next real estate transaction. For more information please contact Steve at **866-541-2883**.

## EnviroVue Home Inspection

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EnviroVue is offering a 2 for 1 home inspection package. To qualify, all you need to do is purchase one home inspection at full retail cost for the home you are buying and we will do a **FREE** home inspection on the property you are selling.

## ABOUT ENVIROVUE HOME INSPECTION

EnviroVue Home Inspection is a locally owned family run company with advanced qualifications to conduct General Home Inspections, Mold Assessments, and EnergyCheckups. We are certified by the American Home Inspector Training Institute, members of The California Real Estate Inspection Association, and Certified Energy Inspectors with EnergyCheckup.

We serve a wide variety of clients. Families with young children will receive maximum value from our service offering which includes:

1. **ChildSafe Report**— safety tips for parents with small children
2. **Limited mold inspection**— visual inspection for evidence of mold and mildew
3. **Home energy report**— recommendations for savings on energy costs
4. **Free Money Back Guarantee**— you are protected

In addition to our 400 point comprehensive home inspection (complete with a narrative style report and high resolution digital photos), our clients receive the following:

1. **Buy one get one free program** — purchase a home inspection for the property you are buying and we will complete a complimentary home inspection on the house you are selling **\$300 savings**
2. **Free Escrow Billing** - most companies charge for escrow billing, we offer it without additional cost

Add it all up and your clients are receiving \$500 in savings and value for the price of one home inspection. Call today for details on these programs.

## MOLD THE NEXT ASBESTOS CONTINUED

### How do we know we have a mold problem?

The problem of mold is not so much a water problem as it is a moisture accumulation problem. The first and best way is to evaluate whether or not you have a mold problem is to have a qualified home inspector (preferably one trained in moisture analysis and mold assessment) thoroughly inspect your home. A visual inspection will reveal clues such as:

- Water staining or discolored walls
- Discolored carpet/flooring
- Sheetrock nails that are "popping"
- Moldy smell or mold stain

These symptoms, if found, may indicate that there is a mold problem and that further testing is required to confirm or deny the type and volume

of mold present in the home.

### Mold Testing

Mold testing takes various forms. Three of the most popular are swab testing, air sampling, and carpet testing. Each of the techniques are used depending upon the results of the initial visual inspection.

### I have a mold problem- what do I do now?

The first thing to do is to correct the moisture problem. If you fail to correct the moisture problem, cleaning the mold is pointless because it will return. Remember, no moisture accumulation, no mold problem. After the moisture problem has been corrected, you must replace any damaged assemblies of the structure and clean the remaining mold. We recommend you hire a professional if the mold quantities exceed

guidelines set by the New York Department of Health.

### For Real Estate Professionals

Mold is the single biggest liability in the field of Real Estate. Insurance companies are excluding coverage, network television is giving it primetime billing, and your customers are scared to make a \$500,000 mistake. Despite the enormity of the legal challenge, there is one thing we can do together to better serve and protect our clients and that is educate them. The best way to educate your clients is to encourage them to have a qualified home inspector evaluate their home prior to buying or selling.