



## **Selling a house?**

If you are considering selling your home you may initially feel that a moisture report may not be a lot of benefit, but the reality is, that it can in fact be a very big tool in your marketing package.

To begin with, if your home is of a construction type that has been publicized in recent times as being susceptible to moisture penetration, it is almost certain that any sale agreement signed will have a “satisfactory moisture report”, as one of the conditions to be met before becoming unconditional.

Some of the types of construction regarded as suspicious are

- Monolithic cladding
- Fiber cement sheeting (plastered over)
- Inset second story decks that are over lower floor rooms
- Lack of, or insufficient flashings over windows and doors
- Roof with no eaves
- Flat roof
- Roof flashings into the side of second story walls

As well as prospective buyers normally being terrified that they will get stuck with a leaky home, another big concern are the health issues now associated with mildew caused by dampness, and no parent wants to do anything that compromises their families health. The value that you can place on being able to remove this concern right from the beginning is almost immeasurable.

What if the thermal imaging inspection shows that there is moisture from a leak? To start with, most prospective buyers are not stupid and there is a very high chance that this would be discovered with their own inspection, but this would be after everyone thought that negotiations on price were over, and you have probably already accepted a figure that is as low as you were prepared to go. If at this stage moisture is discovered, then the sale agreement is effectively cancelled and negotiations begin again putting you in an unenviable negotiating position. If you are upfront, then the moisture issue has already been taken into account when agreeing on the price.

If there are in fact problems, then in reality it is best to be upfront from the beginning. Even in the unlikely event of the sale going through without the purchaser realizing that there are leaks, there can still be in some circumstances, a liability on the seller for a number of years after.

**A “pre sale thermal imaging leak detection report” could be the best marketing spend that you make.**