



The Buyer's Broker, Inc.

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Water is Our Enemy!

I've been looking forward to spring since the Thanksgiving holiday...until this week when I remembered how much work there is to do in the yard. Well, I'm still looking forward to Spring and it kicks off officially at my house with the Masters golf tournament. Our entire summer is already planned, and most of it revolves around Bennett Clark's schedule. I don't know how you manage to make it all work when you have to coordinate multiple children's schedules, activities, and vacations. I drew the assignment to sign Bennett up for the Roper Mt. Science Center summer camps this year and when I arrived at the auditorium I was number 196th in line. Needless to say I was a little frustrated with the process and there is a long story about why you can't sign up online, but I won't bore you with that. I recently made offers on several homes that required repairs related to moisture damage and since we all know "**Water is the Enemy**" I thought I would write about the most common moisture related deferred maintenance I encounter.

Managing the water around your home is one of the most important element in maintaining your home. Rain water and it's effects cause many of the problems I see everyday when viewing and evaluating property. A few of the expensive repairs I regularly see are rotten soffits, fascia board, and window frames, termite damage, and standing water in the crawl space. There are many other problems that result from excessive moisture, but these three are the ones I see most often.

Rotten fascia board and deteriorating soffits and windows are common deferred maintenance problems I see on existing homes. The damage is most often a result of water spilling over the gutters onto the fascia boards, soffits, and window sills. Over time this condition results in water damaged wood that is very expensive to repair. It's important that your gutters effectively manage the water from away from the house both from the exterior and the foundation. It's also important that you keep the windows casings sealed with a high quality exterior caulking and that you keep a good coat of paint or stain on all wood surfaces. Rushing water that spills off a roof valley or over a gutter onto the ground can penetrate the foundation and increase moisture levels underneath the house. It's important to manage the water from the roof to an area far enough away from the foundation that moisture readings remain at acceptable levels.

Evidence of standing water in the crawl space is always a red flag when I'm viewing and evaluating property. Many times home owners are not aware of what's going on underneath their house and they may not know water is entering the crawl space during heavy rains. The best solution to this problem is managing the water away from the house so it does not enter the crawl space by re-grading the area around the house or using a French drain to collect the water and move it away from the foundation. Sometimes this solution is not possible and the water has to be pumped or drained from inside the crawl space to a location away from the house. I recommend that you inspect the crawl space at least twice a year and do it right after a heavy rain so you can see if there is any standing water.

Termite damage is not uncommon on homes I view over twenty years of age. Termites don't need moisture to attack your home but they are more likely to infest when there is excessive moisture around the foundation and in the crawl space. The moisture level in your crawl space should not exceed 16 per cent and 8 - 12 percent is ideal. The most common place for termites to begin a colony is in the crawl space, but by no means is this the only place. Industry and state regulators recommend a professional inspection at least once a year and most termite insurance bonds require an annual inspection by their inspector to maintain bond coverage. I recommend you be present for the inspection, and that you review the results with the inspector when it's complete. I also recommend to Google "termite inspection" and view several "You Tube" videos and read cursory information on the subject. The pest inspection industry is foreign to all of us and working with a reputable and trustworthy service provider is the key to protecting your home from termites.

Please don't hesitate to call if you have a question about the information above or any maintenance issue you would like to discuss. My business relies on your continued advocacy, and as always, I thank you for the confidence you place in me each time you refer a colleague, friend, or family member to me. All my best, Keith



Visiting the Aquarium in Atlanta!



Bennett lines up a put with a little help from Dad!

Know Your Neighborhood!

Everyone wants to know more about a home that's for sale in their neighborhood. Sometimes we want to know what the home down the street sold for, and sometimes we want to know what we could sell our home for. If you would like to receive MLS data on any of the above subjects, please send me an email request and I'll be happy to email you the information. I always enjoy hearing from you.

March MLS Statistics

- March Solds 490 – 36 %
- Average Price \$158,541
- Median Price \$139,900

Year to Date MLS Statistics

- Solds 1270 Down 35.7 %
- Average \$186,165 - 9.3 %
- Median \$149,000 - 5.9 %

www.AdvancedHomeBuying.com/newsletterandradio

Listen to me on the radio every Saturday morning on House Plans. "House Plans" airs live on WORD, 106.3 FM and 1330 AM locally from 8:00AM until 9:00 AM. JD Nelson, Chris Roberts, (First Palmetto Mortgage) and myself discuss local, state, and national real estate issues along with a variety of mortgage topics. The debate is lively and callers engage the hosts with local real estate questions. You'll learn all about the current real estate and mortgage market.

www.AdvancedHomeBuying.com/inspectionsandrepairs

The Buyer's Broker of Greenville created the concept of collaborative home inspections. This concept is simple, yet critical to a successful home purchase. Your opportunity to discover any hidden defects in the property occurs during a short period after the contract is executed by all parties. This is your opportunity to become intimate with the your new home.

Selecting the type and scope of the inspections to perform requires 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 future maintenance and repairs.



*Greenville's Most Experienced
Exclusive Buyer's Agency*

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