

FEBRUARY 2025



# REPORTER

Inspection News and Views from the American Society of Home Inspectors, Inc.



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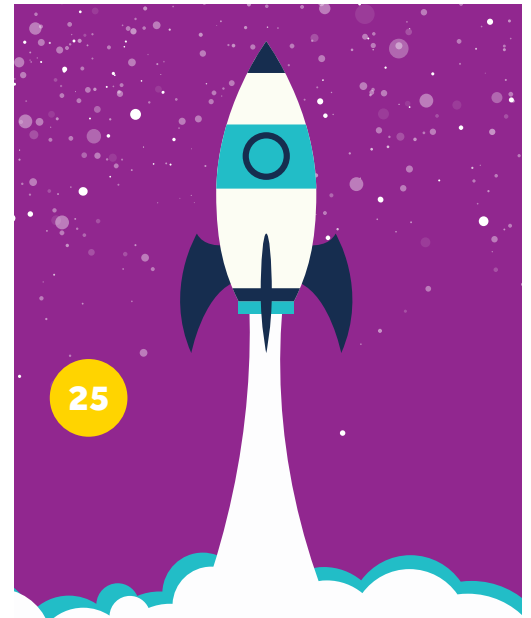
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# 5 WAYS TO MANAGE RISK WITH TINY HOME INSPECTIONS

BY STEPHANIE JAYNES,  
MARKETING DIRECTOR  
AT INSPECTORPRO INSURANCE









**W**elcome to your very own cabin in the woods! Escape the hustle and bustle and surround yourself with the peace and quiet of nature,” read the tiny home’s Zillow listing.

With a fresh, robin’s egg blue exterior and buffalo check furnishings that screamed “farm-house chic,” the “cabin” looked warm, trendy, and inviting. To the typical home buyer, nothing in the photos looked amiss. The red flag appeared in the fine print at the bottom of the Zillow description: “Purchasers should be aware that this is a storage/utility shed. There is no foundation and septic, which would be required by a lender, so cash offers are necessary.”

Imagine home inspector Preston Kincaid’s surprise when he was asked to inspect—and then when the client sued him shortly after the tiny home inspection for the property being uninhabitable.

“The client was a very friendly woman who absolutely knew that the home was questionably legal. And she was even making jokes about why she was even getting a home inspection,” Kincaid told his peers in a post on the Facebook group Home Inspectors Helping Home Inspectors. “I believe that she knew exactly what she was buying, and now that she’s been red tagged, I think she’s just having buyer’s remorse. And instead of taking responsibility for making questionable decisions, she’s looking to benefit—and monetarily.”

So what went wrong with this tiny house inspection? And what can you do to avoid tiny house claims against your inspection business? Read on to find out.

### What is a tiny home?

Ranging from 100 to 600 square feet, a tiny house is a compact dwelling designed to maximize a small space and a small price tag. With the average price of a tiny home sitting at \$52,000, tiny houses are 87% cheaper than typical single-family dwellings.

“‘Home’ for most people conjures up a brick-and-mortar with multiple bedrooms and bathrooms. Usually, with a tiny home, you get one flexible space that’s used as an everything space,” explained Jonathan Hallmark of Hallmark Inspections in Texas.

Some date the start of the tiny house movement to the 2008 financial crisis, when some victims of foreclosure turned to tiny homes. Others attribute tiny homes’ growing popularity to Netflix reality TV series *Tiny House Nation*, which aired in 2014 and 2019. During the pandemic, rising home prices and inflated rent costs also compelled people to turn to tiny

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AFFILIATE  
MEMBER



homes. And many existing homeowners looking to capitalize on the rural vacation rental boom invested in tiny homes. Regardless of its origin, tiny homes fold well into other developing trends, including minimalism, sustainability, financial freedom, and nomadic lifestyles.

Last year, there were about 10,000 tiny homes in the United States, accounting for 0.36% of total residential listings. Meanwhile, the number of miniature houses is growing. Fidelity National's subsidiary IPX1031 found that over half of their 2,000 survey participants would live in a tiny home. And Data Bridge Market Research predicts tiny homes will become a \$6.9 billion industry by 2029.

## Are tiny houses inspected? Who performs tiny home inspections?

While the tiny home industry is growing, the world of tiny house inspections is still new.

Not many home inspectors have experience examining such properties. For this article, we interviewed two inspectors: Hallmark, quoted earlier, and John Rodkey of JMR Inspections in Massachusetts. Each conducts a couple tiny home inspections per year.

Hallmark conducts most of his tiny home inspections for free in tandem with Community First! Village, a master planned housing community for the formerly homeless. He also built his own tiny home out of an Airstream shell, which he rents out as an Airbnb.





Rodkey primarily does tiny house inspections for hobbyists whose lives are fluid. One client built a tiny home in their grandfather's backyard to create a sense of home before eventually relocating with their family for a job opportunity. Another was a musician who wanted a low-cost place to live between tours.

### How do tiny home inspections differ from traditional home inspections?

Other than being smaller, what differences can you expect between a tiny and a traditional home?

- While you can build a tiny home with traditional stick framing, most tiny homes are prefabricated, or built in a factory and then delivered.
- If not prefabricated, many tiny homes are DIY projects or conversions, like the aforementioned seller who turned a shed into a tiny home.
- With less square footage, tiny homes can be less forgiving. If, for example, the rim joists are missing a sixteenth of an inch off the plumb, it'll be misaligned from the bottom to the roof.
- Tiny homes may have specialized systems that may be difficult to access and may be held to different standards (i.e. guidelines on tiny home inspections may differ slightly).
- Few are outfitted with ducted HVAC systems, opting for window units and space heaters instead.

- Due to the small amount of space, an occupied tiny house is difficult to inspect, since the majority of the area is concealed by belongings and components.

### How do I manage my risk while performing tiny home inspections?

Kincaid may have caught bad luck with a client who was going to sue no matter what. But what can you do to prevent claims from tiny home inspections? And if a claim still strikes, how can you make them easier to resolve?

Here are five tips to limit your liability.

#### 1. Consider additional training.

If you're planning to offer tiny house inspections regularly, you need to develop specialized knowledge on how tiny homes are built and how to examine their specialized systems.

Since tiny homes are still an emerging dwelling type, few states or associations require additional certifications or guidelines on tiny home inspections. However, taking courses to learn more about tiny homes can give you more expertise.

The Inspection Certification Network (ICA) offers an alternative housing certification, which includes tiny homes. Other tiny home certifications cater less to tiny home inspections and more to people looking to build their own tiny homes or work with manufacturers. NOAH RDI offers one such program.



## 2. Disclaim code.

One of the greatest difficulties you'll face with tiny home inspections is a lack of clear regulations and building codes. Since tiny homes lack universal standards, disclaiming code during a tiny home inspection is an absolute imperative—even if you have code certifications for standard building inspections.

"In tiny homes, size matters. Squeezing as much into as little space is key. As a result, a lot of building

standards for sizes and tolerances end up getting sacrificed in the name of efficiency," Hallmark said. "Stairs are never the proper width. Toilet distances, shower openings—none of that stuff ever matches up with single-family home IRC building standards."

Rodkey agrees tiny homes can be a regulatory nightmare. "There's confusion about how to assess tiny homes. Are they mobile homes? Are they permanently affixed? Are they single-family residences? It's like nobody really knows," he said.







When someone schedules a tiny house inspection, explain that you are not a code inspector and therefore cannot tell them whether or not their small home is compliant. Additionally, disclaim code in your pre-inspection agreement. Explain that your standards of practice (SOPs) do not require you to determine compliance with codes, regulations, and installation and maintenance requirements. When your client agrees to this limitation by signing your agreement before the inspection, you safeguard against potential compliance claims.

Here's an example of a disclaimer from our state-specific pre-inspection agreements:

***The Inspector will not provide an opinion on compliance with any particular building code.***

Not sure your contract has the appropriate language about code—and everything else? Use our model agreements—available free with every ASHI Advantage policy.

### **3. Be familiar with code, but do not cite code.**

Remember how we told you to tell your clients you're not inspecting for code? While that's true, you still need to be on the lookout for compliance-related issues. Knowing code is an important part of recognizing issues during tiny home inspections.

However, if you don't want to be held to the standards of a building code inspector, you can't cite codes in your reports. If you see something that looks wrong, call it out in your report and recommend your client contact a code inspector for further evaluation.

### **4. Don't check permits or regulations yourself.**

"A lot of tiny homes are built by people who are not professionals. You get tiny homes that are being built by some Joe Blow in their backyard who may have zero building experience. They're just watching YouTube videos," Hallmark said.

With so many tiny homes being DIY projects, permits and regulations can be a big issue. There are zoning and regulatory challenges. The "home" may not legally be a home due to such rules, including minimum size requirements for single family dwellings. It's much like the "cabin in the woods" at the beginning of our article.

But pulling permits and researching regulations is outside of your inspection scope. So don't do it. Instead, recommend your tiny house inspection client investigate the permits and laws themselves.

## 5. Go slow.

With homes so small, there's a lot to see—and a lot to miss. While it may be tempting to crank a tiny home inspection out quickly, Rodkey recommends taking your time to avoid oversights. "It's very easy to walk past something because there's so much packed into a small space," he said. "Go slow."

Another reason Rodkey recommends going slow? So you can enjoy the unique experience.

## 6. Beware of wheels.

While most people define tiny homes as small houses with permanent foundations, others have looser interpretations. Some consider a property on chassis with wheels or trailer tongues tiny homes, too, like a tiny house on wheels. But your insurance provider may not define a tiny home as "real property" and, therefore, won't cover a related inspection.

To find out how your insurer defines "real property," check out the definitions section of your policy. When in doubt, call your insurance broker before you accept a tiny home inspection to make sure you're covered.

## Insurance for Every Home Inspection (Even Tiny Home Inspections!)

Whether the home is 100 or 100,000 square feet, InspectorPro with the ASHI Advantage has the coverage you need. With perks like 10% premium savings for members, new inspector discounts, double equipment coverage, and no-cost tail coverage, it doesn't get better. Scan the QR code to get a free quote. 🌟



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InspectorPro website and apply now.



**Stephanie Jaynes** is the Marketing Director for InspectorPro Insurance, which offers ASHI members exclusive benefits through its program: InspectorPro with the ASHI Advantage. Through risk management articles in the ASHI Reporter and on the InspectorPro website, InspectorPro helps inspectors protect their livelihood and avoid unnecessary risk. Get peace of mind and better protection with InspectorPro's pre-claims assistance and straightforward coverage. Learn more at [inspectorproinsurance.com/ashi-advantage](https://inspectorproinsurance.com/ashi-advantage).

# Ancillary Services

## When and what to consider before adding on

BY LAURA ROTE

**F**or many in the field, ancillary services simply make good business sense. “Not only do these services increase revenue streams, but they also build stronger client relationships,” said Heartland Home Inspections’ Henry “Hank” Sander, ACI and president of the NIC ASHI Chapter. “Homebuyers, especially first-time buyers, often feel overwhelmed by the home-buying process. By offering additional inspection options, we help simplify their experience and give them greater peace of mind.”

### Evolving Services

Sander said his experience with ancillary services has been overwhelmingly positive, and his business has evolved significantly to include more “add-on” services over the years.

“We started incorporating ancillary services around 2016—about eight years ago when we noticed a growing demand for more specialized inspections beyond the standard home inspection,” he said. “At first, we introduced indoor air quality and mold testing. Then about a year later we added radon testing and thermal imaging as a way to provide added value and meet client needs

more comprehensively. Over time, we expanded our offerings to include sewer scope inspections, water quality testing, pools/spas, and chimney scopes.

At Heartland Home Inspections, the evolution was driven by two main factors—client demand and the desire to stay ahead in a competitive market. “As buyers and real estate agents began expecting more in-depth insights into a property, it became clear that expanding our services would not only set us apart but also create additional revenue streams,” Sander said.







What started as an experiment quickly became an integral part of their business model. “By diversifying our services, we’ve been able to serve a broader range of clients and become a one-stop solution for their inspection needs. It has also allowed us to build stronger relationships with real estate professionals, who appreciate the convenience and expertise we bring to the table.”

The decision not only improved their bottom line; it also enhanced their reputation for delivering comprehensive, high-quality inspections, Sander said. Radon testing, mold inspections, sewer scope inspections, and chimney inspections have been the

most beneficial add-ons to the business. “Each of these services has provided significant value to our clients while boosting our revenue and professional reputation.”

### **Added Value**

Many inspectors started adding radon testing to their home inspection services beginning more than 20 years ago, according to Rob Hopkin of ProTec Inspection Services.

“We have added many more over the years to include mold sampling, sewer cameras, pest inspections, EMF testing, and water testing,” Hopkin said.

"Our goal is to make it possible for our clients and real estate agents to get the information they need quickly and easily."

In his experience, some people will always be slow to adopt change, but he said the move for ProTec was worth it. "At first there is always some resistance—from real estate agents, our inspectors, and the scheduling staff. Most people don't like change, regardless of the reasons or potential. Once everyone becomes used to an ancillary service and overcomes the fear of something new, they can't believe we didn't start sooner."

Adding ancillary services to inspections at ProTec allowed them to increase their average ticket to about \$800 per inspection," Hopkin said. "Over 40% of our inspections include at least one ancillary service."

### Expert Advice

Home inspectors considering adopting ancillary services for the first time should go in expecting to become an expert. "Never drop the ball," Hopkin said. "Any failures will reflect on everything you do. If you go into it with the idea of providing an excellent service rather than making money you will be well received."

He said any services offered should be done professionally and with the same attention to detail that is provided with home inspections. "We have to be perfect every time. People rely on us and we will not let them down," Hopkin said.

Sander said expanding into ancillary services is an investment in the business and its clients. "By taking a

strategic, well-prepared approach, you can differentiate yourself in the market, build stronger client relationships, and ultimately grow your business."

Sander offers these nine tips for inspectors considering offering ancillary services for the first time:

### Nine Tips for Starting Out

1. **Start Small and Build Gradually.** It's tempting to add multiple services at once, but start with one that will complement your current offerings and that is in demand in your market. For example, radon testing, sewer scoping, or mold inspections are excellent entry points because they're often requested by homebuyers and relatively straightforward to implement.



**2. Invest in Proper Training and Quality Equipment.** Each ancillary service requires specific expertise and tools. Don't cut corners—get certified, attend training courses, and use high-quality equipment. This not only ensures accurate results but also builds your credibility with clients and agents. Lack of training and cheap equipment will backfire on you quickly.

**3. Understand the Market and Client Needs.** Do your research to determine which services are most needed in your area. For example, sewer scope inspections are highly valued in neighborhoods with aging infrastructure, while thermal imaging might appeal to clients concerned about energy efficiency. Tailor your offerings to address these specific needs.

**4. Focus on Education and Communication.** Clients may not realize the value of ancillary services, so it's your job to educate them. Explain how these add-ons can protect their investment, save money, or address hidden risks. Be clear and concise in your explanations, and use examples to illustrate the potential benefits.

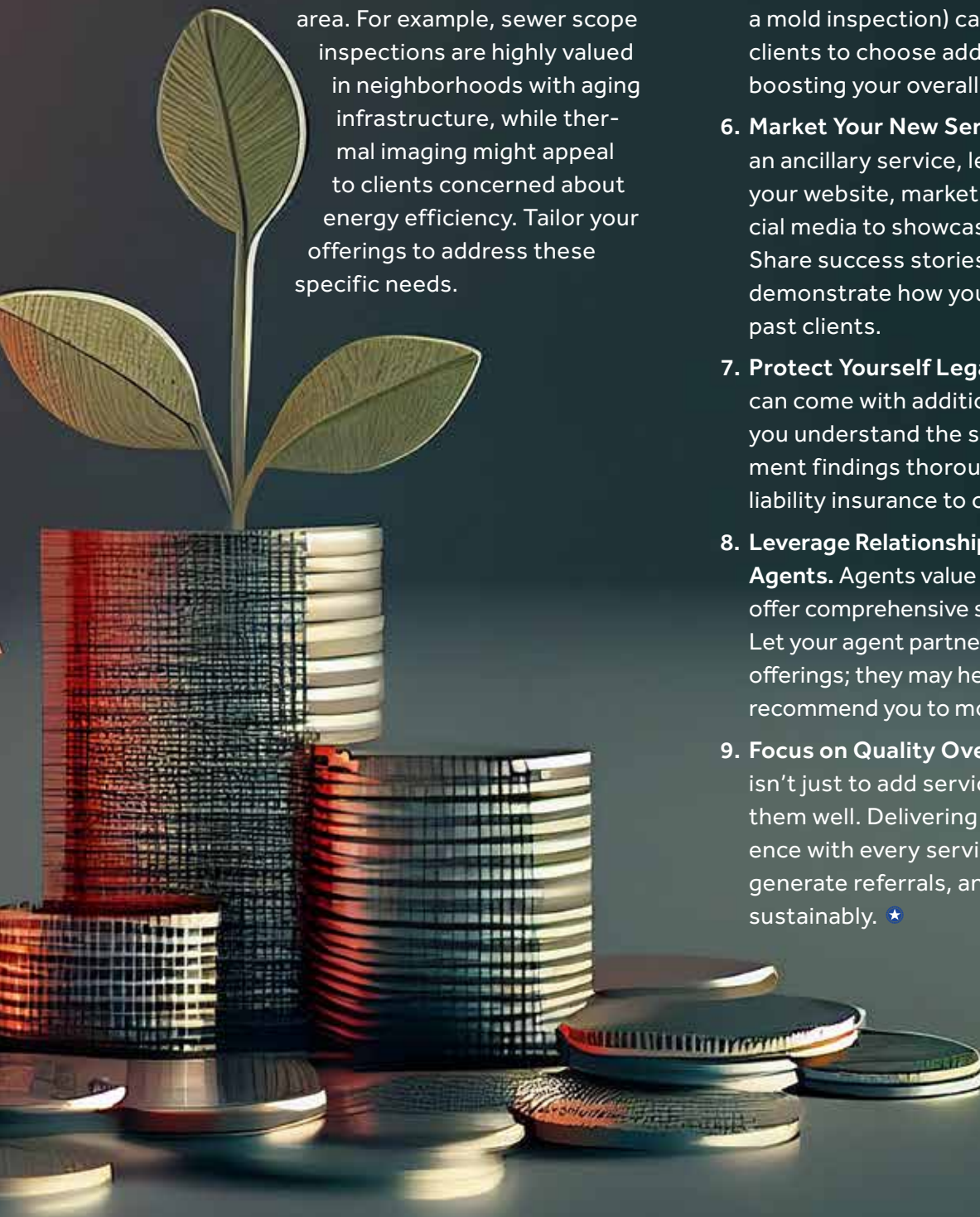
**5. Price Strategically.** Set your pricing based on the value of the service and your market rates. Offering bundled packages (e.g., a home inspection with radon testing or a mold inspection) can make it easier for clients to choose additional services while boosting your overall revenue.

**6. Market Your New Services.** Once you add an ancillary service, let people know. Update your website, marketing materials, and social media to showcase these new offerings. Share success stories or testimonials to demonstrate how your services have helped past clients.

**7. Protect Yourself Legally.** Ancillary services can come with additional liability. Make sure you understand the scope of work, document findings thoroughly, and update your liability insurance to cover the new services.

**8. Leverage Relationships with Real Estate Agents.** Agents value inspectors who can offer comprehensive services to their clients. Let your agent partners know about your new offerings; they may help spread the word and recommend you to more clients.

**9. Focus on Quality Over Quantity.** The goal isn't just to add services but to perform them well. Delivering a high-quality experience with every service will earn client trust, generate referrals, and grow your business sustainably. ★





# Why Add On?

## What I've learned from offering ancillary services

BY HENRY SANDER

Offering ancillary services has been an invaluable learning experience—professionally and operationally. Here is some of what I've learned:

**Client Education is Key.** Many clients are unfamiliar with the benefits of ancillary services or don't realize how these inspections can save them time, money, and stress in the long run. We've learned the importance of clearly explaining the value of services like radon testing, sewer scope inspections, and chimney evaluations during initial consultations. Educated clients are more likely to opt for these services when they understand how they address potential risks or add insight into their property.

**Inspector Training and Certification Matter.** Expanding into ancillary services required us to invest in specialized training, certifications, and equipment. This not only ensures that we provide accurate, reliable results but also builds trust with clients and sets us apart from competitors.

**Bundling Services Increases Revenue and Convenience.** Offering bundled packages that combine standard inspections with ancillary services has been a game-changer. Clients appreciate the convenience of one-stop shopping, and it has increased our average revenue per inspection. Bundling also helps us streamline scheduling and reduce operational complexity.

**Ancillary Services Build Client Trust.** By providing add-on services, we position ourselves as a comprehensive resource for homebuyers. This not

only adds value to the transaction but also fosters long-term trust. Clients see us as experts who are committed to their safety and investment, which leads to more referrals and repeat business.

**Preparation Minimizes Liability.** Offering ancillary services means venturing into areas with additional technical and legal considerations. We've learned to protect ourselves by being thorough, documenting findings clearly, and maintaining proper liability coverage for specialized services. This preparation reduces risk and ensures client confidence in our work.

**Value-Added Services Strengthen Relationships.** Real estate agents and repeat clients have become some of our biggest advocates for ancillary services. These offerings show that we go above and beyond basic inspections, which helps solidify relationships and encourages on-going referrals.

Adding ancillary services has taught us that the key to success lies in preparation, education, and responsiveness to client needs. It's not just about increasing revenue—it's about delivering a more thorough, valuable experience for our clients while growing as professionals in the industry. 🌟



# A Closer Look at **6** Ancillary Services

Each of these services complements our standard inspections, provides a more comprehensive evaluation, and ensures our clients feel confident about their investment. Additionally, the convenience of bundling these services has strengthened client satisfaction and loyalty, which translates into more referrals and repeat business.



## Radon Testing

**Radon testing has been one of the most requested add-ons. Clients are often unaware of radon risks until it's brought to their attention, and offering this service positions us as a proactive and health-conscious partner in the home-buying process.**

## Water Quality Testing

**Particularly popular in rural or well-water areas, this service reassures clients about their water safety.**



## Thermal Imaging

**Great for identifying moisture intrusion, heat loss, or electrical issues, thermal imaging is an excellent upsell and helps provide a “wow factor” to clients.**



## Mold Inspections and Indoor Air Quality

Mold inspections have been highly beneficial, especially for clients with sensitivities or concerns about indoor air quality. This service complements our standard inspections by addressing hidden environmental hazards that aren't always apparent during a general inspection.

## Chimney Inspections

Chimney inspections have proven to be incredibly valuable. Many clients don't think to check the condition of a chimney, but issues like cracks, blockages, or creosote buildup can pose serious safety hazards. Offering this add-on provides peace of mind to homeowners and buyers alike, while also filling a niche that many inspectors overlook.



## Sewer Scope Inspections

Sewer scope inspections have become a standout service. By identifying potential sewer line issues early, we save our clients significant repair costs and headaches. Real estate agents often recommend this add-on because it addresses a common pain point in transactions.



# Are You Staying in the Loop?

BY JAMES THOMAS

**A**re you getting all of ASHI's newsletters?

Don't miss out on essential updates and resources from ASHI. We send two dynamic monthly newsletters packed with vital information, exclusive opportunities, and exciting updates to keep you informed and ahead of the game.

## Membership Matters

Delivered during the first week of each month, this newsletter covers critical ASHI updates—including awards, board elections, and can't-miss upcoming events.

## Learn with ASHI

Sent in the third week of each month, this newsletter is your go-to for professional development—highlighting upcoming ASHI Edge courses, webinars, and the InspectionWorld (IW) conference.

## Have You Stopped Receiving ASHI Emails?

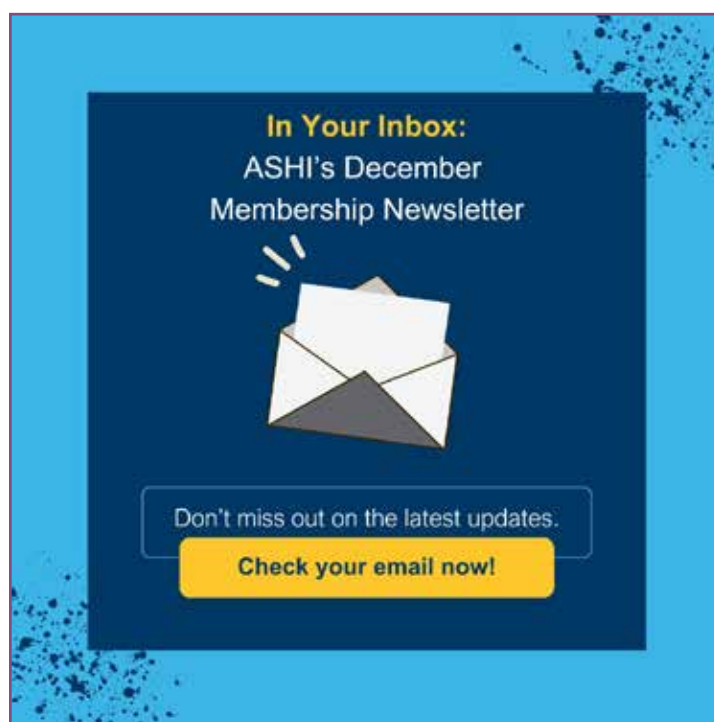
If you accidentally unsubscribed, we're here to help. Contact us at [membership@ashi.org](mailto:membership@ashi.org), and we'll guide you through the simple process of regaining your place on our distribution list.

## Exciting News

Soon these newsletters will also be available on the new ASHI website. Stay tuned for details.

## Keep Your Info Current

Don't forget: We need your latest email address so you'll never miss out. Update your contact details today and stay connected with ASHI. 🌟



# Scam Watch

## What members should know about phishing scams

**P**hishing scams are a common and dangerous form of cybercrime in which attackers pose as trusted entities—presenting as ASHI, banks, or familiar brands—in an attempt to trick individuals into revealing sensitive information like login credentials, financial details, or personal data.

### Three Signs of a Phishing Scam

#### 1. Suspicious Emails

- **Urgent Action Required:** Emails pressuring you to act quickly, such as “Your account will be locked unless you respond immediately.”
- **Unfamiliar Sender:** Check to see how the sender’s email address is spelled; it may look legitimate but have slight errors.
- **Poor Grammar or Spelling Errors:** Legitimate organizations usually send polished communications.
- **Unexpected Attachments or Links:** Be wary of unexpected files or links that ask for sensitive information.

#### 2. Imposter Websites

- Attackers may create fake websites that mimic real ones. Always double-check the website URL for accuracy.


#### 3. Unusual Requests

- Organizations like ASHI will never ask for sensitive information like passwords or financial details via email.

### Five Tips to Stay Safe

- 1. First, verify the source.** If you receive a suspicious message claiming to be from ASHI, contact us directly at [membership@ashi.org](mailto:membership@ashi.org) or call our official number to confirm.
- 2. Do not click or download.** Avoid clicking on links or downloading attachments from unknown sources. Hover over links to preview the URL.
- 3. Update your passwords regularly.** Use strong, unique passwords for all of your accounts and change them periodically.
- 4. Enable two-factor authentication.** Add an extra layer of security to your accounts whenever possible.
- 5. Keep your software up-to-date.** Regularly update your browser, operating system, and antivirus software to protect against known vulnerabilities.





## WHAT TO DO IF YOU SUSPECT A SCAM

If you suspect a scam,  
report it immediately.

Forward suspicious emails  
to **phishing@ashi.org** or the FTC  
at **reportphishing@apwg.org**.

Avoid engaging. Do not  
reply to or interact with the  
scammer in any way.

If you suspect a scam,  
you should change your  
passwords immediately  
as your account  
has potentially  
been compromised.

You should monitor  
your accounts  
to check  
for unauthorized  
transactions  
or changes.

### HOW ASHI PROTECTS MEMBERS



ASHI takes your security seriously. We'll only  
send official communications from @ashi.org  
email addresses.

Sensitive updates will always direct  
you to log into the ASHI Membership  
Dashboard rather than requesting personal  
information through email.

We continuously monitor and secure our  
systems to protect against threats.

While phishing scams can happen to anyone,  
awareness and caution can go a long way in  
protecting yourself. If you ever feel uncertain  
about a communication from ASHI, don't  
hesitate to contact us directly.



*HAVE YOU EVER BEEN OUT IN THE FIELD  
AND SEEN SOMETHING THAT MADE YOU  
STOP IN YOUR TRACKS AND THINK ...*

# **WHAT THE HECK?!?**



*Trap door*



*Stairway  
to  
somewhere*

*WHETHER IT'S INTERESTING,  
EDUCATIONAL, OR LOOKS LIKE IT'S  
STRAIGHT OUT OF A COMIC BOOK ...*

***SEND IT TO US!***

*EMAIL PHOTOS OF YOUR FUN FINDS TO [POSTCARDS@ASHI.ORG](mailto:POSTCARDS@ASHI.ORG).  
INCLUDE YOUR NAME, CITY, STATE, AND A FEW WORDS TO  
POTENTIALLY BE USED AS A CAPTION. THEN KEEP AN EYE OUT  
FOR "POSTCARDS" IN FUTURE ISSUES OF THE **REPORTER**.  
***YOU JUST MIGHT SEE YOURSELF!****

# New ASHI Website

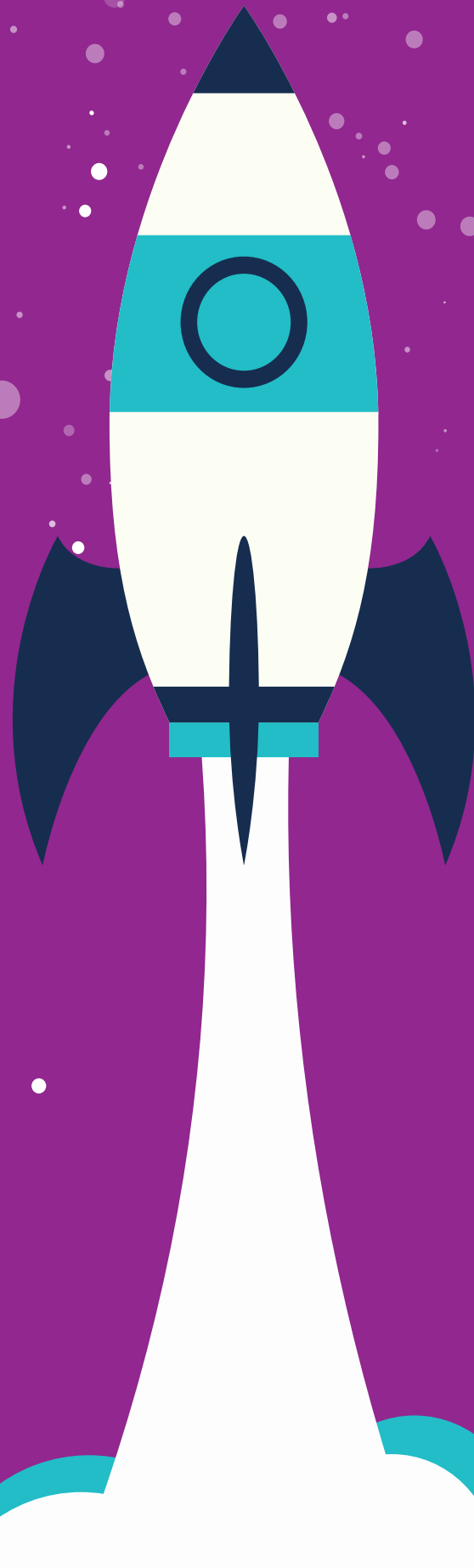
**Welcome to the New ASHI Website and Membership Database!**

BY SUSAN LANE

**O**n January 22, 2025, ASHI proudly launched its revamped website and enhanced membership database, marking a significant leap forward in delivering exceptional value and functionality to our members and community.

## **Why This Matters**

The updated platform reflects ASHI's commitment to innovation, efficiency, and member satisfaction. The new and improved site is designed to help members navigate ASHI's resources, connect members with opportunities, and showcase ASHI's value to potential clients and partners.





## Seven Exciting New Features

### 1. Fresh Look and Feel

Our website has been redesigned with a modern, professional aesthetic and refreshed content, creating a better visual and functional experience.

### 2. Improved Navigation

With user-friendly updates, finding key information is faster and simpler, allowing members to focus on what matters most growing their business.

### 3. Blog

The new site also introduces a monthly blog, featuring insights on marketing, leadership, and industry trends. Not only is this an excellent resource for our members, but it's also a powerful SEO tool—driving more traffic to the site and, ultimately, to the Find an Inspector search tool.

### 4. Centralized Newsletters

Did you miss an ASHI newsletter? No problem. All newsletters are now stored on the website for 24/7 access, ensuring vital information is always at your fingertips. Want to receive the newsletter? Contact [membership@ashi.org](mailto:membership@ashi.org).

### 5. Enhanced Find an Inspector Tool

The Find an Inspector button is now prominently featured across the site, ensuring prospective cli-

ents can easily connect with you. Members can also personalize their listings by adding scheduling tools directly from the membership dashboard.

### 6. Streamlined Membership Dashboard

Everything you need is now all in one place. Update your profile, manage payments, and log your ASHI CE credits effortlessly. Tip: Be sure to log in to activate your dashboard if you haven't already.

### 7. Join ASHI with Ease

Joining ASHI has never been more straightforward or more compelling. Featuring new promotional videos and strategically placed callout buttons, the website highlights the unmatched value of ASHI membership.

## What's Next

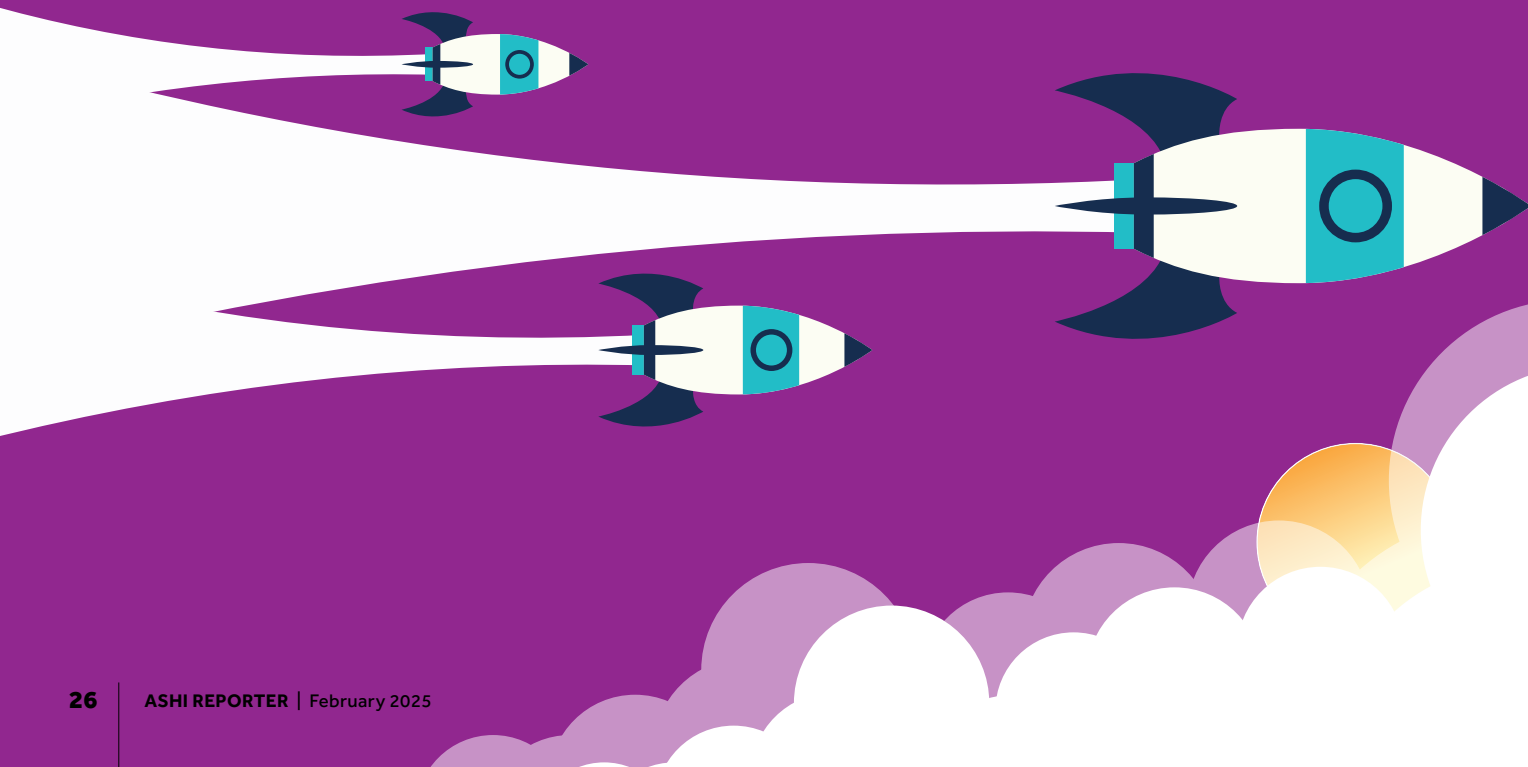
This is just the beginning. ASHI will roll out additional enhancements throughout the year, continually elevating your experience.

## Get Started Today

Explore the new ASHI website and membership dashboard to unlock these powerful tools. Together, we're building a stronger, more connected ASHI community.

Call out box for special attention: Visit [homeinspector.org](http://homeinspector.org) today! 🌟

# Visit [homeinspector.org](http://homeinspector.org) today!





**Mark Your Calendars!**

# Northern Illinois Chapter

*ASHI IW on the Road*

**June 19 to 21**

*Location: TBD*

More information  
and registration  
website coming soon!

## Free AirVent Seminars

Earn ASHI CEUs and attend an upcoming AirVent seminar, free to ASHI membership, scheduled now through April.

Learn best practices and solutions in residential attic ventilation.

Learn more at <https://help.gibraltarbuildingproducts.com/ate-registration-2025>



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home inspection training  
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## NEW MEMBERS

### BRITISH COLUMBIA

Tyrel Kerpan | Nanaimo

### FLORIDA

Pablo Hernandez | Kissimmee

### GEORGIA

Devin Pope | Douglasville

### ILLINOIS

Chadi Bachnak | Berwyn

Joshua Faber | Fairfield

### INDIANA

David Hanger | Crown Point

Jeffery Black | Beech Grove

Dustin Porter | Richmond

### KENTUCKY

Richard Gray | Mt. Sterling

Michael Hsiu | Lexington

Benjamin Ball | Waynesburg

### MARYLAND

Danioun Dodson | Sharpsburg

### MASSACHUSETTS

Kuanyung Huang | Sharon

Thomas Lee | Mattapoisett

### MONTANA

Justin Martin | Livingston

### NEW YORK

Robert Lopez | Staten Island

Kyle White | Camillus

Kenneth Cook | Rocky Point

Ellis Williams | Trumansburg

Steve Brzezinski | Massapequa

### OHIO

Thomas Kistler | West Lafayette

### PENNSYLVANIA

Charles Fulton | Midland

Tommy Skantz | Venetia

James Baker | Claridge

### VIRGINIA

Edward McNally | Stafford

Kris Gower | Arlington

Michael Hardy | Round Hill

### WASHINGTON

Alan Price | Spokane



*Here's a look at some of the topics we'd love to cover in upcoming issues of the Reporter. To be considered, submit your articles to [editor@ashi.org](mailto:editor@ashi.org) within these areas before the deadlines below.*

#### APRIL 2025

Mentorship  
Cameras

Deadline: February 14

#### MAY 2025

Technology  
Reports

Deadline: March 14

#### JUNE 2025

Mold & More  
Affiliates

Deadline: April 15



# 2025

## FEBRUARY MEMBER ANNIVERSARIES

### 45 YEARS

**Richard Heyl** *R. Heyl & Associates, Inspections and Consulting*

### 35 YEARS

**John Vaccarello** *Housing Inspection Service*

### 30 YEARS

**Richard Belliveau** *Highland Home Inspections*

**Tim Hamilton** *Assoc. Bldg Inspectors of FL.*

**Robert Kneppshield** *RBS&K Home & Building Inspectors*

**David Tamny** *Professional Property Inspection*

**Ron Schloderer** *On-Site Inspection Service.*

**Mark Roy** *East Coast Home Inspections*

**Donald Archer** *Advanced Home Inspection Service*

**Rob Amaral** *MKC Associates*

**Wayne Robbins** *Pro-Tech Consultants*

### 25 YEARS

**Joseph Schwab** *Schwab Inspections*

**Richard Scroggins** *Precise Home Inspections*

**Mark Warren** *CDInspect*

**Alex Steinberg** *JBS Home Inspections*

**Kyle Ernst** *House Check*

**Lanol Leichty** *Cornerstone Home Inspections*

**Gregory Barris** *buildsight*

### 20 YEARS

**Steve Rush** *On-Site Inspections*

**Matthew Merlino** *McCall Home Inspections*

**Frank Casillas** *Bay Area Property Inspections*

**Richard Zak** *Check It Out Property Inspections*

**Kurtis Witt** *First Class Property Inspections*

**Daniel Kelly** *Keystone Building Inspections*

**Mark Meserth** *P&M Home Inspections*

**John Crampton** *Crampton Inspection Service*

**Chris Lowe** *Imperial Home Inspection*

### 15 YEARS

**Matthew Tracy** *National Property Inspections*

**Rick Bryant** *HouseMaster Guaranteed Home Inspections*

**Thomas Kemper** *Kemper Inspection*

**Murray Parish** *Parish Home Inspections*

### 10 YEARS

**Bradley Hopkin**

**David Gibbs** *Solid Home Inspections*

**Robert Mennitt** *4 Season Home Inspections*

**Charles Bruno** *Premier Home Inspections*

**Scott Highland** *SS&S Home Inspections*

**James Parra** *AmeriSpec Inspection Services NM*

**Russell Tolle** *45th Parallel Home Inspection*

**Joe Iacona** *Icon Home Inspectors*

**David Six** *Home Buyers Protection Company*

**Brandon Caldwell**

**John Keener** *Mountaineer Inspection Services*

### 5 YEARS

**Joseph Sutter** *Advanced Services Home Inspections*

**Greg Jeffers** *BPG Inspection*

**Martha McClerkin**

**Christopher Soergel** *Quality Assurance Inspections*

**Preston Long** *Valley Building Inspections*

**Michael Demel** *Foundation Inspection & Consulting*

**Jamie Hall** *Hall's Home Services*

**Arthur Stewart** *Right at Home Inspections*

**Daniel Thomas**

**John Costo Jr.**

**Amanda Wallace** *Pillar To Post Home Inspectors*

**Daniel Pankowski** *Pillar To Post Home Inspectors*

**Christopher Nava**

**John Musick** *LunsPro Home Inspections*

**Ismail Abedraboh**





Sean M. McKenzie • Burlington Home Inspection Service, Burlington, VT



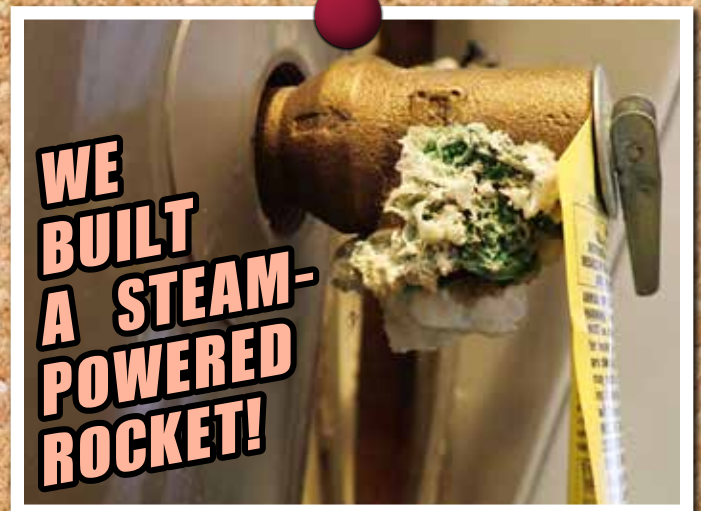
Bill Koehnlein • BPG Inspections, North Port, FL



James Brock • Boston Home Inspectors, Boston, MA



Sid Carter • Cingo Inspections, Atlanta, GA



Patrick Michael Lyons • Buyer's Inspector, Ann Arbor, MI





Dennis J Milligan • DJM Inspections, Los Altos, CA



Robert Flaherty • Be Sure Home Inspections, Bluffton, SC



J. Scott Boain • Cottleville, MO, BPG Inspections



Jay Hensleigh • American Master Inspectors, Portland, OR

To submit your postcard, please send your name, city, state, high-resolution photos, headings and captions to:

**POSTCARDS@ASHI.ORG**

By sending in your postcard(s), you are expressly granting ASHI the right to use the postcard and your name with it in the ASHI REPORTER and in other publications or media ASHI may select.



# RING IN THE NEW YEAR BY RENEWING YOUR ASHI MEMBERSHIP!

Discover the latest home inspection news and trends with our monthly magazine, the *ASHI Reporter*.



**REPORTER**



Become an inspector your clients trust in their home with the **Background Verified Inspector Program**.

Build your brand with an experienced and talented designer who offers **Professional Logo Design**.

Be paired with experienced home inspectors who will help grow your career and skills with the **ASHI Mentorship Program**.

Join an online community where you can share and glean industry insights with the **ASHI Discussion Forum**.



Get affordable insurance and protect your home inspection business with **ASHI Advantage Program**.



Earn CE Credits, take courses, and expand your home inspection knowledge toolkit with **ASHI Edge**.



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