

JANUARY 2025



REPORTER

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

CONTINUING EDUCATION

The value of real-life
lessons and staying
humble *p.14*



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OUR MISSION To serve our membership in achieving professional excellence by establishing high standards, providing quality education, and advancing the property inspection industry.

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Happy New Year, ASHI Family!

BY SCOTT JOHNSON

As I step into the role of ASHI President for 2025, I want to express my deep gratitude for your trust in me. It is truly an honor, and I'm committed to serving you with dedication and transparency.

This year, your Board of Directors remains focused and proactive, working on strengthening our profession and supporting our community. We're excited to announce significant infrastructure updates designed to make it easier than ever to access ASHI resources and connect with fellow members.

Our new website, launching soon, will feature enhanced navigation and tools to support your daily needs. We're also rolling out improvements to our member database, streamlining how you update your information, access resources, and engage with ASHI programs. These updates are designed to make ASHI services more accessible, user-friendly, and beneficial.

Alongside these upgrades, we're committed to delivering our recent initiatives to you in a more streamlined way. Over the past few years, we've developed valuable partnerships, resulting in new resources and support for our members. Consider our Memorandums of Understanding (MOUs) with the International Code Council, the Chimney Safety Institute, and our forthcoming group health insurance offering.

Moreover, we've established a comprehensive strategic plan to guide ASHI's future. This plan not

only aligns with current efforts but also sets a clear direction for our future Boards. As we implement new initiatives, we're committed to keeping you informed and engaged. You'll be hearing from us regularly as we roll out these exciting developments.

I'd also like to take this opportunity to speak about the power of volunteering within ASHI. Throughout my 25-plus years as a member, I've seen firsthand how much our organization depends on the talents and dedication of volunteers. Each of you has a unique set of skills and experiences that can make a significant difference within ASHI. Whether it's mentoring new members, contributing to committee projects, or simply sharing knowledge with peers, every act of service strengthens our community and advances our profession.

Volunteering with ASHI not only benefits the organization but also enriches your own professional journey. It's an incredible way to expand your network, deepen your expertise, and leave a lasting impact. As we embark on this new year, I encourage each of you to consider getting involved. There's a place for everyone, and together, we can achieve great things.

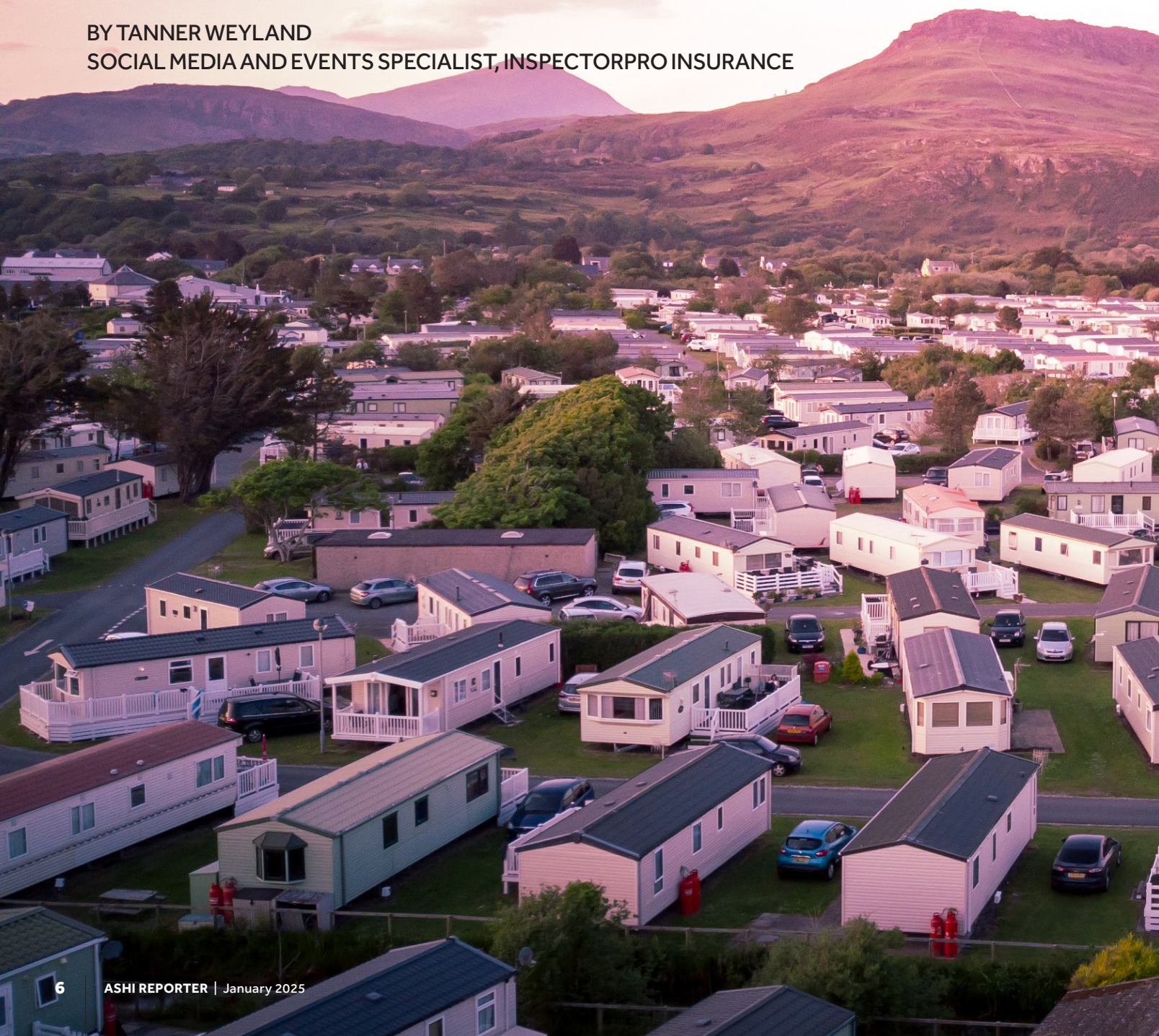
As a proud ASHI member for more than 25 years, I am honored to share this Society with each of you. Together, even in challenging market conditions, I believe we can achieve meaningful growth.

Thank you for your continued trust and partnership. Here's to a productive and inspiring 2025! 🌟

MANAGING WITH MOBILE AND MANUFACTURED

BY TANNER WEYLAND

SOCIAL MEDIA AND EVENTS SPECIALIST, INSPECTORPRO INSURANCE



ING RISK

CTURED HOME INSPECTIONS



One of our insureds was accused of misidentifying polybutylene—a dysfunctional, cheap pipe used in many manufactured homes between 1976 and 1996, according to Courtesy Manufactured Home Plumbing. Upon reviewing his report and photos, the inspector realized he had overly relied on finding the telltale stamp of “PB” on the pipes and, when he hadn’t found it, incorrectly reported the plumbing as something else.

Despite the client’s demand of \$4,200 to re-pipe and repair the home, our claims team was able to work with the claimant to reduce the settlement to just \$1,500.

Despite this resolution, there are many things the inspector could have known. And with mobile homes (currently known as manufactured homes) becoming a popular option for affordable homeownership, it’s a great time to learn about the nuances and quirks of inspecting manufactured homes.

Let’s explore some of the facts about inspecting manufactured homes and how to prevent claims from arising.

Mobile and Manufactured Home Inspections

Workers build manufactured homes completely in factories. Afterward, they transport them to the homeowner’s property. That is why many people refer to them as prefabricated homes, or prefabs.

While single-wide manufactured units are most common, some housing and construction companies may combine more than one manufactured home to create a larger structure. These are often known as a double-wide or triple-wide home.

Damage or stress can occur while moving manufactured homes. Additionally, their unique creation and transportation necessitate some changes with various systems and areas of the home to make them more mobile. These changes include:

Foundations

Manufactured homes rest on top of permanent metal chassis or frames for transportation, not a concrete foundation. Once it arrives at the site,

builders place the prefab on top of piers, jacks, or other supporting materials.

While the homes themselves may be subject to strict codes, the foundations may not match their level of quality. If contractors place piers poorly or use a material that is inadequate for the weight, issues may arise as time goes on.

As such, Kenneth Rodriguez of Loyalty Home Inspections in Delaware checks manufactured homes’ foundations first. He says if a home has been on the lot for awhile, the foundation is often not something anyone’s paid attention to. “But whether it’s a year or 10 years on the lot, one of the first things I do is check underneath the mobile home to see if it’s level,” Rodriguez said.

Anchoring is another common issue. Because they aren’t attached to their foundation, manufactured homes should have tie-downs (sometimes called wind straps) that secure them to the ground in high winds. Whether they are over-the-top tie-downs or frame anchors, dedicate time during manufactured home inspections to ensure they are taut and not corroded or damaged.

“If you have a wet crawl space, that can create rust on the tie-down straps,” said Calvin Bolt of Calvin Bolt Inspections & Testing in Indiana. “I’ve seen some of those straps completely rusted in two along one whole side of the house and the house isn’t being held down anymore. Other times I see the straps are loose, or they’re severely rusted and they haven’t broken yet.”

Crawl Spaces

Usually, a simple skirt surrounds the small crawl space underneath a manufactured home. This skirt may occasionally prevent entrance. On the other hand, many skirts are thin or rotted through, allowing the elements and pests to enter easily.

Beware of running into a pest while in this confined



space. Rodriguez also warns that critters can nest in and cause damage to the bottom board (often called a belly wrap) that separates and insulates the bottom of a manufactured home.

“You have to worry about pests burrowing and nesting in there. That can break down the insulation, and it allows for moisture and direct contact with the wood framing,” Rodriguez said.



On a newer manufactured home, the belly wrap should be fairly seamless with no holes or rips—except for utilities, like plumbing and electrical. This presents two problems while inspecting manufactured homes:

1. It can obscure your view of the plumbing, including leaks and other issues.
2. If there are any holes from repairs, they may open the home up to damage from moisture and frozen pipes.

“The majority of the area under a mobile home is pre-wrapped in a waterproof membrane, and that prevents you from being able to inspect a majority of the plumbing, HVAC, ductwork, and subfloor,” said Jon Hamilton of East Alabama Inspections.

Hamilton’s workaround: gently nudging the membrane to check for resistance.

“If there’s a puddle of water that the membrane is holding, you’re going to feel the resistance from that when you go to lift it up.”

Double checking for leaks during manufactured home inspections can save your clients (and you) from experiencing significant issues in the future.

Plumbing and Materials

Watch out for lower quality building materials, like polybutylene pipes.

“One of the unique aspects of a mobile home and particularly older mobile homes is that it’s one of the only places where you may run into polybutylene water supply lines,” said Tony Escamilla of Villa Home Inspections in California.

Plumbing is not the only area that can suffer from poor materials. Hamilton recommends studying the characteristics of mobile homes from different decades, which can help you identify possible issues during mobile home inspections. He says mobile homes were largely made with fiberboard up until the ’70s, and fiberboard is easily flammable and has no insulation.

To find out when a specific manufactured home was built, look for the data plate.

What does a mobile home HUD plate look like? Look for a paper label found near the kitchen sink, a cupboard, the electrical panel, or closet. It will have information about the manufacturer and the serial number, which will help your research when writing your report.

Major Systems

Because of the compact size of prefabs, many of their major systems, like the HVAC and the water heater, are inconspicuous. Shaun Pizani of the Louisiana Inspection Firm had a difficult time finding many of them on his first manufactured home inspection.

"Sometimes that stuff's hard to locate or easy to overlook. The first time I inspected a mobile home, I had to backtrack a little bit and think about it to figure out where the water heater was," Pizani said. "The water heater and the HVAC are usually out of sight. They are usually behind a hidden wall panel."

If you are having difficulty locating the major systems, turn to the data plate. A quick internet search on your phone will then help you find their location.

Attics

Attics are traditionally a target-rich area for home inspections. But manufactured homes have small attics. In many cases, the attic hatch is also difficult to access. And even if you can find the hatch during a manufactured home inspection, the attic likely isn't large enough to move around in.

Despite these limitations, attics are still an important area to inspect. Because of the size of prefabricated attics in particular, they may suffer insulation issues that lead to freezing pipes.

If you are unable to check the attic, be sure to say so in your manufactured home inspection report. If you are only able to perform a limited inspection from the hatch, note that, too.

Roofs

Manufactured home roofs may not be safe to walk on.

"Newer models of mobile homes are being built with asphalt shingle roofs, so I'll walk on those. Older model homes from the '60s, '70s, and '80s still have the thin tin roofs, and those I would not recom-

mend walking on," Hamilton said. "I would recommend you use a drone, or you can always just ladder up to the eave and look at it from the ladder."

If inspecting from the eaves, Yaakov Fisgus of Inspect It Rite in New Jersey recommends touching the roof with your hand to get a sense of the roof's wear and durability.

"If it's a metal roof or a flat roof, you can put your hand on it to see how it actually feels," Fisgus said. "A metal roof will, over time, get very thin where you can almost put your hand through it."

If you decide not to walk on the roof (or you inspect from the eaves), explain why in the report.

Transportation Stress

While they design manufactured homes to be sturdy enough to survive transportation, cracks and fractures are still common.

"At one point, the home was mobile. It was transferred from either a manufacturing facility or a different lot. Anything that's on the road like that is not always like it's supposed to be," Pizani said.

Be sure to check stress points, like windows and doors, for cracks that may lead to future water damage. Make sure the plumbing and other utilities connect properly, too.

Managing Risk with Prefab Home Inspections

There are many other ways to protect yourself from manufactured home claims and complaints. Below are some steps we suggest:

Learn the nuances of a manufactured home.

Want to avoid missing defects? Attend a class, get certified, or shadow an inspector who is familiar with manufactured home inspections. Prepare even if you aren't actively soliciting these inspections.

"Inspecting a single-family home is very different from inspecting a mobile home. So, if you have some training available that's specifically for mobile homes, you should definitely take it," Escamilla said.

Fisgus said many times clients who schedule will not even tell him it's a manufactured or





mobile home. It's something he finds out during the inspection.

Be thorough with prefab home inspections.

Don't rush.

As many inspectors know, even a small home can be rich in deficiencies. In fact, Fiskus recommends expecting certain areas of a manufactured home, like the foundations, to take longer than comparable areas of a standard residential home.

Report inaccessible or concealed areas.

Whether it's an inaccessible attic or hidden plumbing in the belly wrap, always report concealed or inaccessible defects and areas during your manufactured home inspection.

Explaining why you couldn't access a space and taking photos of inaccessible areas can deter false accusations and resolve claims.

Protect yourself.

Manufactured home inspections can be tricky. With the right precautions, you can mitigate your risk and help your clients make informed purchases.

Here's another important precaution: carrying errors and omissions (E&O) and general liability (GL) insurance.

Today, InspectorPro Insurance is the leading home inspection insurance provider in the nation. With a reputation built on superior claims handling and quality customer service, we give clients peace of mind. Insuring with anyone else simply isn't worth the risk. 🌟

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New & Improved

New ASHI website design features are coming in January.

BY SUSAN LANE

The ASHI website is unveiling new website features this month. Now when you visit ashi.org, you'll find:

Enhanced user-friendly navigation.

Redesigned for simplicity and ease, helping you find what you need faster.

Seamless integration with the ASHI Edge.

Direct access to educational resources, courses, and professional tools to elevate your career.

Improved "Find an Inspector" tool. Effortlessly locate and connect with ASHI inspectors through a more intuitive and robust search feature.

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- why to join ASHI, sharing the benefits of being part of our trusted community;
- and how to become an ACI, encouraging inspectors to take the next step in their careers.

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DON'T FORGET

Don't forget to update your profile! Make sure your ASHI profile is up-to-date with your Continuing Education (CE) credits and license number(s). If you're a Background Verified Inspector (BVI), remember that the BVI program allows members to voluntarily undergo a criminal background check through Sterling. Once you receive the BVI logo, it's valid for two years. After that you'll need to resubmit your background check application to continue using the BVI digital badge on your website and email signature. Standing out as a BVI sets you apart from the competition and provides clients with peace of mind during inspections. Update your profile today and showcase your commitment to excellence. 🌟



Hands-on Home Inspection Training

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Continuing Education for Home Inspectors in the Field

The value of real-life lessons and staying humble

BY PAUL CUMMINS, ACI





As a science teacher, I have noticed that many of the official home inspection lessons tend to focus on small details and have repetitive exam questions.

But a successful home inspection depends on an understanding of home systems and how they interact. I would expect any lesson to show actual defects on real houses—not schematics or drawings. Providing several excellent inspection reports would go a long way.

Those who have asked to shadow me usually had no construction or component experience. Have you installed a water heater, disposer, new toilet mechanism, flooring, drywall, window, or done any roofing or framing? The problem-solving skills needed to successfully complete any home repair project are transferable to a successful home inspection. In completing any project, there is often a step where you wonder why you even tried because

things are such a mess—like not completely turning off a valve, which ends up flooding the kitchen floor below. (Yes, that was me recently!)

Continuing to Learn on the Job

I view each house as a new experiment and try to stay open to see things I might not have come across before. For example, there was the time someone knocked out a full pane of glass from a sliding door: It looked clear (because nothing was there), but a closer look showed jagged glass around the edges. You have to stay humble; some things will really throw you. In other words, our education is always continuing—unless we get too smug.

Start Outside

Let's dive more into the house systems. It's good to start outside because we can decide what needs to be seen inside.

Is the roof intact? How old does it look? The new architectural shingles can last up



to 50 years. The new self-sealing underlayment is awesome. Are the gutters clear? Any signs of overflow? Are the downspouts extended? Any wet trim? How is the grading? (Note: Most wet basements simply need surface solutions to fix any problems.) If you see any moisture issues outside, you know where to look in the basement for trouble.

Crawl Spaces

Crawl spaces need special attention: Is there water intrusion, musty air, fallen insulation, mold, open electrical boxes, old pipes, efflorescence on ducts, or raccoon poop?

The best answer to crawl spaces is encapsulation, which switches it to an indoor space instead of an outdoor one; walls get insulated with foam board, vents get covered, antimicrobial vapor barrier covers walls and floor, and an HVAC register gets opened. If such a house is for sale in the summer, the HVAC system needs to stay on all the time. I inspected a new house with an encapsulated crawl space in the summer where they would turn it on only during showings. This resulted in water raining off the ductwork and mold already forming on the wood joists.

Cooling Systems

From the outside you can tell what kind of cooling system the house has and its age. Does the insulation on the low-pressure line look good? If so, that suggests it's being maintained. Is the AC unit level? If not, the fan will wear out sooner. I had one that sounded like a screaming dinosaur.

Electric, Gas, Water, & More

The electric panel is usually on the inside adjacent to the electric meter. Is there a gas supply for the house? Any leaks? Rusty fittings? What about furnace and water heater PVC ducts?

A high-efficiency gas furnace has two ducts—one for exhaust, the other higher up for air intake. A power vent water heater will only have one PVC exhaust. It's good if all these ducts have wire mesh over them. I had a mouse crawl into my water heater's vent and kill the water heater after just two years—an \$800 mouse!

Often the furnace ducts have poor drafting, and you will find water and/or efflorescence in the cabinet after a number of years. This is usually fixed by adding a drain along the offending pipe—a clear plastic tube run to the condensate line. By the way, condensate is the word we need to use, not condensation. Condensation is a process: It can't be seen. It is the opposite of evaporation.

Exterior Touches

Are the bushes and trees well cared for? What about fences? It's not always easy to tell who owns what fencing.

Driveway and walkways: What condition are they in? Any tripping hazards? How about railings? Are they loose or rusty at the base?

Garage door have any damage? Has the trim deteriorated? How do the windows look? Any efflorescence or condensate? Is paint needed anywhere? Stairs and deck look OK?

Decking

I'm not a fan of large, tall decks. Often, the railings go first, then the ledger; however, the ledger can be made redundant by a new cantilever.

Call out any wood decks more than 25 years old. Painting is the best way to preserve them. Modern paint has come a long way. I just painted my whole fence, and it even adhered to a metal spoon I used to open the cans and has been through the dishwasher many times!

Wood stain peels off in six months and never looks good, in my opinion. I often recommend the deck be replaced with a much lower footprint—say just enough for a café table—and then you can hardscape the ground and not have that wasted space under a big deck anymore.

Another thing to look for is pressed wood siding, which can swell and fall apart. Amazingly, I find houses where it is still in good condition, but it must be called out.

Other Outside Details

Does the chimney have any spalled bricks? If so, they need to be replaced. Does it have spark arrestors? These keep sparks from drifting but also keep the flues dry and critter-free.

I always walk around the exterior at least twice—once alone and once again with the client. I usually see other defects due to the change in light and my focus on less serious issues the second time.

Examining Inside

Inside, I like to start with the basement. I check for any spots where I found potential moisture issues outside. A downspout draining to the corner of a masonry block foundation often shows a triangular mold growth; downspout needs extension and the walls need to be treated with a bleach or hydrogen peroxide mold cleaner, the mycelium and efflorescence

“

I view each house as a new experiment and try to stay open to see things I might not have come across before.

”

needs to be scrubbed free and then waterproofed with Drylok or newer compounds.

Most of the rest of the moisture problems in the basement can be improved through better ventilation. Adding a humidstatic switch to the basement bathroom fan works well, as does adding a return in the basement HVAC system. Dehumidifiers cost \$500 a year to run and only remove water from the air, not stink and mold spores.





In some older houses you will find a boiler for heating and a forced air system for cooling. In this case, heating elements can be added to the air handler and the boiler can be phased out, allowing moving and filtered air for heating and cooling throughout the house. Boilers are usually rated for 15 years, and gas furnaces can start leaking CO after 20 years or so.

In the basement, you will often find the water main and hose bib shutoffs, the sump pump, water heater and HVAC system, and sometimes the gas meter. I walk the whole basement first, checking the rafters and flooring for water or insect damage using a powerful flashlight.

Water Woes

Problems with the water main include lead service lines, leaky valves, and leaky pressure regulators. Homes built in the '80s may have polybutylene pipes, which are usually gray and will need to be replaced due to their tendency to dissolve, usually around hot water fittings.

The water heater should be less than 15 years old and have a TPR discharge tube and a well-supported expansion tank. Expansion tanks have bladders in them that can fail in two years and if installed on vertical pipes can shear off and flood the whole basement. They are designed to accept the extra pressure during the heating cycle. Water expands up to 5% more when heated. You can often gently push the expansion tank to see if it's full or not. Near the water heater you will often find pinhole leaks on copper pipe due to calcium salts in the water causing galvanic

corrosion. The extra pressure will also lead to weeping joints and valves nearby.

Old asbestos tile on basement floors can be covered over with a floating floor. Check the outdoor stair drain and see if there is any evidence of water coming in through the door. Usually, a high-pressure nozzle on a hose is enough to clear those drains.

Highly Used Areas

The living spaces are often pretty easy to inspect because people use them all the time. Windows are the most expensive part of the house, so check them carefully. Original single-paned windows can still be functional if they have been protected by storm windows. Double-pane windows need to be checked for efflorescence (shiny salts) and condensate. If they have either of these, the seal has failed and they need to be replaced. If I see a half-dozen like this, I suggest to the buyer that all of them may need to be replaced soon. Watch out for failed springs, too: The window falls down like a guillotine. I lost a pinky nail that way!

If you see water damage on the ceiling near a register close to the outside wall, it is likely a condensate drip due to cool air from the AC running up to a warm outside wall. In that case, insulating the duct will fix the problem.

The most common leakers in the kitchen are the dishwasher and the refrigerator. All it takes is a few potato peels to make the dishwasher leak, or it could be due to lack of a high loop in the disposer discharge. If from the fridge, check the water line. Disposers are sometimes frozen up. Have a hex wrench

handy to crank them free. If that doesn't work, then a replacement is needed. If there is debris in them, you can clear it with a hemostat—big tweezers.

Fireplaces & More

Fireplaces need to be checked for working dampers and safe operation. Old gas fireplaces are basically open flames. I always recommend replacement with new electric start models or removing the log set and burning wood if in a standard masonry fireplace. If the gas fireplace is unvented then call for it not to be used.

I am not a fan of having any gas in a home. It's dangerous. I rarely test a gas stove that doesn't have at least one burner not lighting, so a kid could turn it on and who would smell it before it's too late? Also, gas stoves have been blamed for more than 600,000 cases of asthma in kids. If any gas appliances are present in the home, then CO detectors must be on every level.

If you have a living space over the garage, you need a CO detector in the garage and the space above. One family was killed when the car was left running in the garage below. The newest smoke detectors are photoelectric models and are less sensitive to cooking odors. Every home should have a permanent radon monitor, whether or not they have a mitigation system.

Bathrooms & More

The most common source of leaks on upper levels is from the tub/shower and floor boundary. The steel tub and tile or linoleum floor boundary consists of dissimilar materials, usually grout versus the flooring. This leaves a nice crack where water can come through. And sometimes wooden quarter round molding is there. If so, the molding needs to be removed and a good bead of silicone caulk laid down. Then the kids can splash away.

Look for loose carpet and broken tiles and damaged wood flooring. Check all the cabinet doors and drawers. Check all plumbing fixtures. Any plumbing fixture more than 25 years old probably has to be replaced. Test all tub spout diverters. Call out poorly working toilet mechanisms. A leaking toilet can waste a swimming pool of water every week. I recommend the new mechanisms that eliminate flappers, which are frequently a defect.

Should you see a colorful stain from above, it may be from a leaky toilet seal; these are often due to renovations that raise the floor level and hence a wax seal won't seat anymore.

Attics

The attic tells you a lot about the roof and the health of the attic space. If it is poorly ventilated and poorly insulated, or if bathroom fans are vented to the attic, there may be mold. The black streaks around the nails are *Penicillium/Aspergillus*, the same stuff you find in showers and wet basement corners. White stuff is probably *Chaetomium*. I've seen *Chaetomium* on wooden joists in basements and crawl spaces and halfway up attic sheathing.

Roofing

The new roofs tell you the fixes: They are high-pitched, have ridge and soffit vents, and have 15 inches of insulation. The thing with insulation is changing the dew point; by the time the inside air goes through 15 inches of insulation, its temperature is not very different from the outside air, so condensate does not form. I always recommend foam boxes over the hatch or stairs.

In conclusion, home inspection is a very personal and valuable service. It is an ongoing learning experience, which keeps it exciting. I hope I may have added a bit to your knowledge. 🌟



Paul Cummins is an ASHI Certified Inspector, retired science teacher, and lives in Fredericksburg, Virginia.

Why ASHI Matters

ASHI Certified Inspectors share why they love their work and membership.

As a member of ASHI, you stand with members of the oldest and most respected society of home inspectors. ASHI not only serves its members but is a steward of the industry.

Here are a few recent testimonials shared with the ASHI team.

Ed Castro, Sunrise Inspections

ASHI Certified Inspector
Member since 2005



I've been inspecting for more than 20 years, and one of the best investments I have made has been in ASHI. I get more referrals from ASHI due to the fact these people are familiar with the association because they're in different

states. They call me because I'm an ASHI Certified Inspector.

Rebecca Castro, Sunrise Inspections

ASHI Certified Inspector
Member since 2021

I have been a member of ASHI for a few years now and love the education and support that they provide to me as a home inspector. As it pertains to my

business and clients, I get many phone calls for jobs by being an ASHI member. People are able to find me on the ASHI website and because ASHI is so credible, they feel comfortable using their inspectors.



My membership gives the customer a level of confidence and comfort, as they know ASHI members are educated and stay up-to-date on education and knowledge about the industry. Clients have expressed to me that it is important

for them to feel that way when making such a huge purchase. ASHI is a community of great people and inspectors and I am happy to be part of it.

Roger Herdt, Herdt Home Inspections

ASHI Certified Inspector
Member since 2008

For the first 20 years of my home inspector career I was not a member of ASHI. While I was a founding member of our state association, I did not see the value of joining a national organization until virtually all of our founding members joined ASHI.

I was a little slow on the uptake but eventually decided to join ASHI and take the National Home



Inspector Exam to become an ACI. It turned out to be the best decision of my career.

Now, 35 years after my first inspection, I feel like I learn something new every time I sign on to www.ashi.org. The outstanding education

we get with our membership is worth the annual dues by itself. Not to mention the business from Find an Inspector and the respect the ASHI Certified Inspector label brings.

Charles Gifford, Allspec Services

ASHI Certified Inspector

Background Verified Inspector

Member since 1992

As I move into the later stages of my career as a home inspector and small business owner, I wanted to reflect on what ASHI means to me—and why I have been a long-term member.

My journey started in 1992 when I began to explore opportunities in the profession of home inspection. I was working with a local home builder and conducting inspections on the side when I met an ASHI Member who invited me to a local chapter meeting. I learned there was a group available to me so I could improve my skill set and become better at my craft. That mentoring was critical to my growth as an inspector.

I soon learned that ASHI is a membership association, and that was important to me. It encouraged volunteering and mentoring and provided opportunities in leadership—all of which I appreciated.

What followed were years of learning at local, state, and national conferences. Those conferences connected me to vendors and technology and built lifelong friendships.

My membership has been crucial to me, my business, and my inspection team. I could not have done it alone.

Lisa Alajajian Giroux, HomeQuest Consultants

ASHI Certified Inspector

Background Verified Inspector

Member since 1998

I joined ASHI in 1997, was the 2023 Past President, and have been involved in leadership since 2000. This testimonial is not coming from your Past President; I am speaking on behalf of myself, Lisa, the Massachusetts home inspector.

For me, the most valuable resource ASHI provides is the Find an Inspector Search tool. This is because, in my state, our licensing act has a firewall between real estate agents and home inspectors. I can work with an exclusive buyer representative only if they have a signed contract with a buyer. My marketing is different from many of you out there performing the same job.

The ASHI Find an Inspector site has more than paid my dues over the last two decades. I average two to four referrals a month; I can turn those referrals into actual cash jobs. I received a condo



inspection from the ASHI site while writing this testimonial.

How can you do the same?

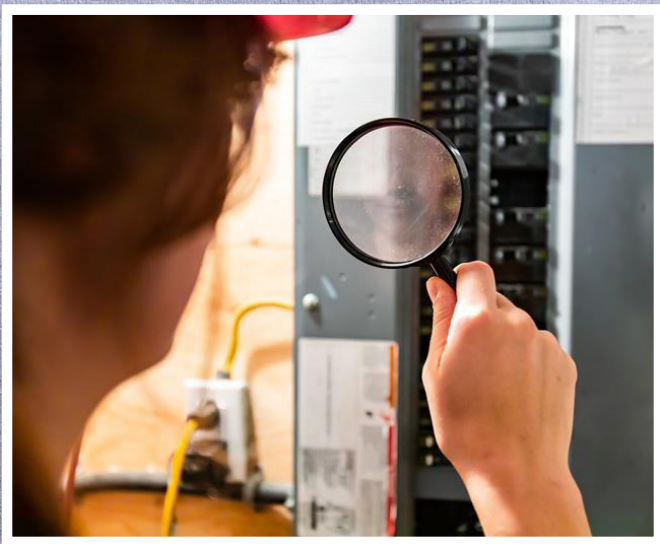
Update and refresh your profile page, add a photo, change your wording on services, and let the buyer know this is

your full-time job and that you love what you do.

When you receive that text from ASHI stating someone wants to know more about your services, call them back. Don't wait until late that night or the next day, or they will call the next person. Timing and perception are everything.

Last year I can honestly say that because I tracked my referrals, I was able to profit \$25,000. That's not a bad return on investment.

This is only one thing ASHI does for me and my business. There are other benefits. But you, the inspector, also need to put in the work.



ASHI Edge Update

A new ASHI Edge course (ashiedge.com) is now available on electrical inspections. This self-paced online course provides an in-depth exploration of electrical systems. It is designed specifically for home inspectors who are interested in learning electrical concepts and systems.

The course covers fundamental concepts like electricity basics, Ohm's and Watt's laws, electrical circuits, grounding and bonding, and electrical safety. It also delves into topics like electrical distribution, load calculations, and alternative energy systems.

ACIs can earn a digital badge upon completion of this new course, and they can earn 10 ASHI CEs. The course is also approved in Alabama, Connecticut, Delaware, Indiana, Montana, New Hampshire, New Mexico, Oregon, Virginia, West Virginia, and Wisconsin, with more approvals coming in.

For more educational opportunities, inspectors can also revisit recent webinars by logging onto the ASHI Edge, going to the Course Catalog, and choosing Recorded Webinar under Course Type. ★

ASHI EDGE
ELEVATE YOUR EDUCATION



Have you missed some of our recent webinars? Great News! They were recorded, and you can find them by logging onto the ASHI Edge, going to the Course Catalog, and choosing Recorded Webinar under Course Type.

Here is a list of our most recent webinars:

Driving Home Inspection Business Growth Through National Awareness Months

Description: Learn how to use national awareness months to boost your home inspection business. Align your marketing with key months, create compelling content, host webinars, and leverage continuing education classes. Discover strategies for social media engagement and building stronger agent relationships to drive referrals and growth. Join us to make national awareness months a key part of your business strategy.

Simple, Forward-Thinking Approaches to Elevate Your Business

Description: This impactful presentation will delve into essential strategies to grow your inspection business by avoiding common marketing pitfalls. Discover how to differentiate your services effectively, connect with your audience through compelling personal stories, and provide exceptional post-inspection value. Learn about innovative new tools to enhance client experiences and deliver value beyond the home transaction.

This webinar is a must-attend for inspectors who aim to navigate current market pressures by enhancing their marketing approach and delivering long-term client value to drive business growth.

Video Marketing: How to Create Great Videos for Social Media & Web Using Only Your Mobile Phone

Description: Everybody's talking about the power of using videos in social media posts and on your website, but for many people (including home inspectors), the idea of creating suitable videos can seem a little intimidating.

The webinar is free for ASHI Members and is designed to give you the skills and the inspiration you need to boldly step out and create your own videos using nothing but your good ideas and a mobile phone.

How Mold Testing Can Elevate Your Business: Value for Clients, Revenue for You

Description: We'll explore how mold testing can enhance your business and increase client satisfaction.

- Learn how to price and market your services effectively
- Discover the best tools for mold testing
- Understand the key benefits for your clients.

Whether you're new to mold testing or looking to expand your offerings, this session will provide actionable strategies to boost your revenue while providing valuable insights to your clients. [🔗](#)

Looking Ahead

Four things to do to start the New Year off right

Planning, goal-setting, streamlining, or even expanding—the New Year often comes with big ideas. Home inspectors can kickstart 2025 by following these five steps and taking advantage of their ASHI benefits.

- 1. Log in and verify your ASHI credentials.** You get instant access so you can display assets like your ASHI badge on your website. Your digital badge is accessible immediately, and the badge reflects real-time changes in your membership status. It's secure and hassle-free, as it's on your mobile device, and you don't have to wait for anything to arrive in the mail.
- 2. Review and update your information in the ASHI database.** ASHI Inspectors and ASHI Certified Inspectors are searchable in the Find an Inspector tool on the ASHI website. Log into your profile, click on your dashboard, and ensure your information and credentials are up-to-date so you make a solid impression on potential clients.





ad

"The ASHI Find an Inspector tool has brought clients directly to me," says ACI Vince Tecce. "Over the last five years, my ASHI membership dues have paid for themselves by the amount of direct business I earned from those clients. This alone makes my ASHI membership worth the annual dues."

Here are a few ways to update your profile:

- **Add a new profile photo and cover photo.** The images on your member profile are likely to make a first impression on clients. Uploading a professional headshot and cover photo can make your profile eye-catching and lead to more clicks.
- **Add new expertise and offerings.** If you've taken courses, earned new certifications, or are providing additional offerings with your inspection, add them to your profile so clients get the full scope of your services.
- **Verify your license status.** If you practice in a regulated state, take this time to double-check that your state licensing is current. A current license (if required by your state) is necessary for Inspectors and Certified Inspectors to remain searchable in "Find an Inspector."
- **Verify your Background Verified Inspector (BVI) status.** The BVI program gives your clients added peace of mind as they embark on one of the most significant investments of their lives.

3. Move up to an ACI. If you are already an ACI, take an advanced badge course. If you've already taken the first step to advance your membership, the ASHI Certified Inspector (ACI) level is only a few more steps away. When you become

an ACI, not only will you have achieved the highest level of ASHI membership, but you will have access to every member benefit ASHI offers.

The most notable benefit is the National Commission of Certifying Agencies (NCCA) certification, which recognizes the achievement and credentials of ACI membership. This level opens doors for you within the association, such as eligibility to serve on committees, task forces, and the Board of Directors. Additionally, you receive access to exclusive programs like Advanced Education and Consumer Reports Check.

To get the membership advancement process started:

- **Maintain your state license (if applicable), remain current in your ASHI dues, and obtain 20 ASHI-approved CE annually.**
- **Pass the National Home Inspector Examination.**
- **Complete a minimum of 250 home inspections.**
- **Pass Report Verification by submitting five complete home inspection reports to be reviewed by our report verifiers, in accordance with the ASHI Standard of Practice and Code of Ethics.** **Note: This step is not required if you have completed this process during your move to ASHI Inspector.**

4. Fulfill your 20 CE requirement. Take a class in the ASHI Edge and keep earning those ASHI-approved hours. Classes like the ASHI Advantage and Business Essentials: Vision, Mission and Goal Setting are new on the platform. Learn more at HomeInspector.org/MembersOnly/CEClaims. 🌟

New Year, New Opportunity

ASHI's new marketing initiatives are here!

BY JAMES THOMAS

ASHI is thrilled to announce a fresh wave of marketing efforts that started in fall 2024. These initiatives aim to amplify ASHI's presence, connect you with more professionals and consumers, and showcase the incredible work of our members.

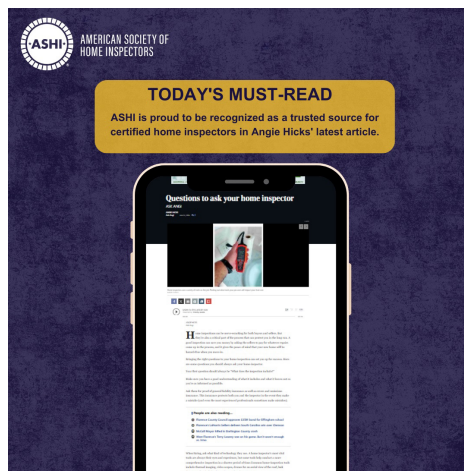
What's New

1. Engaging Social Media

Content: From industry insights to member highlights, ASHI's LinkedIn, Instagram, and Facebook posts are designed to inform, inspire, and connect.

2. Promoting ASHI's Value: We are actively showcasing the value of being part of ASHI—from our education programs to the strength of our community.

3. Spotlight on Members ASHI members are at the heart of ASHI's marketing. We're proud to feature your achievements, stories, and the difference you make in the home inspection industry.



Where to Find Us

We're active on these platforms—join the conversation!

- ✓ **LinkedIn:** Stay professional and connect with industry leaders.
- ✓ **Instagram:** See ASHI in action and share inspiring visuals.
- ✓ **Facebook:** Join the community and stay updated with all things ASHI.

How You Can Help

Join the movement!

We need your help to maximize our reach. Visit our social media channels and:

- ✓ **Like** our posts to show your support.
- ✓ **Share** the content with your network.
- ✓ **Comment** to engage and add your voice to the conversation.

Your interaction helps us grow ASHI's visibility and strengthens our community.

Let's work together to make ASHI's message louder than ever. We appreciate your support as we continue to elevate the home inspection profession. 🌟

NEW MEMBERS

ALABAMA

Wendell Spaid | Ozark

ALASKA

James Aaseby | Kenai

ARIZONA

Eric Mahaffey | Phoenix

ARKANSAS

Aaron Moody | Bentonville

Jairo Romero | Little Rock

Maris Romero | Little Rock

CALIFORNIA

Eric Newell | Discovery Bay

Albert Lopez | Fontana

Ben Green | Daly City

Richard Dailey | Redondo Beach

Denver Leamy | Moorpark

Kristopher Rasmussen | Apple Valley

Lovell McElroy | El Sobrante

Nicolas Atchison | Santa Rosa

COLORADO

Jason Otto | Littleton

FLORIDA

Tamara Sparks | Dade City

Samual Collins | Palmetto

GEORGIA

Barbara Hise | Cumming

Ryan Pearson | Duluth

Kevin Rubin | Dallas

Markael Moore | Duluth

Kevin Rubin | Conyers

Markael Moore | Senoia

ILLINOIS

Mark Hughes | Chicago

Camden Uhly | Lincoln

Sharese Hawkins | Richton Park

INDIANA

Troy Retzloff | Lafayette

Troy Retzloff | Anderson

Jarod Lane | Avilla

IOWA

Travis Short | Osceola

KANSAS

Gary Jones | Levinworth

MAINE

Devon Bohacik | Leeds

MASSACHUSETTS

John Donovan | Milton

MINNESOTA

Mike Flynn | Ramsey

Abraham McMahan | Minneapolis

MISSOURI

Edward McFowland | St. Louis

Forrest Pruitt | Palmyra

Matt Stoddard | Offalon

MONTANA

Mike Poitevin | Great Falls

NEW YORK

Kathleen VanderZwaag | Pittsford

NORTH CAROLINA

Jason Waldman | Angler

Branson Folds | Greensboro

Nick Stewart | Leland

OHIO

Michael Watts | Zanesville

OKLAHOMA

Robby Pritchard | Wilburton

OREGON

Robert Hartford | Corbett

PENNSYLVANIA

Theron Mahone Jr | Irwin

Eric Lupacckino | Honey Brook

Thomas (Slade) Reagan | Downingtown

Sangadzhi Badmaev | New Kensington

RHODE ISLAND

Jared Hopton | Little Compton

SOUTH CAROLINA

Kendrey Bingley | Greenville

TEXAS

Howard Nellis | San Antonio

VIRGINIA

Melissa Drane | Arlington

Ian Grady | Spotsylvania

Peter Jean | Manassas

Addison McCarty | Forest

WASHINGTON

Christopher Pheiffer | Everett

WISCONSIN

Gabriel Wertz | Cedar Grove

2024

DECEMBER MEMBER ANNIVERSARIES

45 YEARS

Larry Wasson *Affiliated Inspectors*

35 YEARS

William Hargadon *Hill Inspection Service*

30 YEARS

Jeffery Fiedler-Bey *American General Property Inspections*

Robert Jeffries *Jeffries Inspection Services*

Timothy Rooney *HomeView Property Inspections*

Drew Howard *Home Pro*

25 YEARS

Bradford Kershner *Central Illinois Inspection Corp*

Muhammad Nasir *Competent Home Inspections*

Joseph Cawein *BPG Inspection*

Paul M. Gaudette *Hometech Property Inspection Svcs*

20 YEARS

Edward Gibson *Homestead Property Inspection*

Norman Hallady *SC Inspector*

George Gould *NPI National Property Inspections*

15 YEARS

Steven Hubbard *Hubbard Home Inspection*

James Siverio *All Corners Home Inspections*

Mark Ward *WIN Home Inspection Layton*

Terrence Lewis *North Coast Inspection Services*

Robert Vierra *WIN Home Inspection Monterey*

Steven Brown *Home Smart Inspections*

Joe Moore Jr. *Inspect-More*

David Roche *Buyers Inspection Service*

Matthew Muehling *Inspection Center*

10 YEARS

Steven Scott *Mirowski Inspections*

Jordan Radloff *Erie Inspection Service*

Dana Hillerby *Suburban Home Inspections*

Robert Cancellieri

Zachary LaVoi *GreyStone Inspection Services*

Adam Goldner *Pelorus Inspection and Environmental Resource Grp*

Milan Stanojevic *Milan Stanojevic, Pro Home Inspections*

Jack Mason

Shawn O'Neill *Cornerstone Inspections Services*

Emmon Snyder *ES Ventures*

5 YEARS

Mark Damon *Amcheck Home Inspections*

Lloyd Bermingham *A to Z*

Erik De Spain

Jeremy Waddell *Premier Home Inspections of Southern KY*

Elijah Metzgar *Liberty Inspectors*

Brandon Miller *Home and Commercial Inspections*

Zachary Trolinder *Pillar to Post*

Craig Wojcik *Davis Home Inspection*

Frank Valentino *Frank Valentino Home Inspection Services*

David Goins



REPORTER

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 within these areas before the deadlines below.

MARCH 2025

ASHI Awards
Women of Home Inspection
Deadline: January 15

APRIL 2025

Mentorship
Cameras
Deadline: February 14

MAY 2025

Technology
Reports
Deadline: March 14

JUNE 2025

Mold & More
Affiliates
Deadline: April 15

2025

JANUARY MEMBER ANNIVERSARIES

40 YEARS

Patrick Casey Home Buyers Protection

Michael Poli Building Inspectors of WNY

Ernest Simpson Evergreen Home Inspection Svc

Roman Paul Korobij Roman Paul Associates

35 YEARS

Thomas Rooney AllTech

Louis Cozzi Hallmark Home Inspections

Chris Keeling Chris Keeling Home Inspections

Albert Innamorati Abbey Inspection Service

30 YEARS

Matt Cantor Cantor Inspections

25 YEARS

Jeffrey Donaldson ACE Preferred Inspections

Don Cessna Pillar to Post

Douglas Kaufman Guardian Home Inspection Services

Robert Reese C&D Construction Consultants

Sergio Angione SRA Home Inspections

Roger Priest Priest Inspection

20 YEARS

Mark Aycock

John Clason Crown Home Inspections

Robert Major Major Home Inspections

Eric Babcock Home Inspex

Jason Gruhn Knights Home Inspection

Stephen Sutton Sutton's Professional Home Inspections

15 YEARS

Pete Sutch WIN Home Inspection - Olympia

John Blough WIN Home Inspection Issaquah

Glenn Schwartz Glenn Schwartz

& Associates / Inspection Analysts

John Fordyce Safe-Buy Home Inspection

Karl Sanders Homtech

Dan McPhee WIN Home Inspection San Mateo

Devin Lehmann Pillar to Post Professional Home Inspection

Fred Alati Home Inspections Washington

10 YEARS

Troy Galloway Galloway Building Services

Andrew Nightingale Focused Property Inspections

Casey Slaten CTS Inspections

Paul Bretkopf BPG Inspection

Dustin Hagar Apple Inspections

Eric Gulotta Open Book Home Inspections

Donald Masters Master Home and Building Inspections

Jason Sobol Pheasant Hill Home Inspections

Louis Rinaldi Eagle Eye Inspection Pro

Bryan Poe Accurate Inspection Services

Mark Montonati

Jere Moyer Premier Property Inspections

Scott Wharton HouseMaster

Charles "Patrick" Sullivan In Spec Property Services

Richard Costello Home Inspection And More

David Beck Lighthouse Home Inspections

5 YEARS

Kelly Campeau Pillar to Post Home Inspections

Edward Wright EAST COAST INSPECTIONS

Ryan Coy ProPrecise Property Inspections

William Kemp Quality Assurance Inspections

Ben Grooters Alert Inspections Services

Stephen Stauss Stauss Inspections

James Emenaker First Glance Home Inspections

Tim Taylor Taylor Home Inspection Service

Greg Johnson North Alabama Residential Inspectors

Brian Wharton The BrickKicker Dallas

Nick Martin Hometime Inspections

John Chung Bluebird Inspections

Tommy Hooper Sunrise Home Inspection Services

Daniel Joyner Southern Home Inspections

Bill West Integrity Home Inspections

Sean Butvilavicius Pillar to Post - The Kastberg Team

Jeffrey Kerst Kerst Inspections

Patrick Rittreiser Ranger Home Inspections



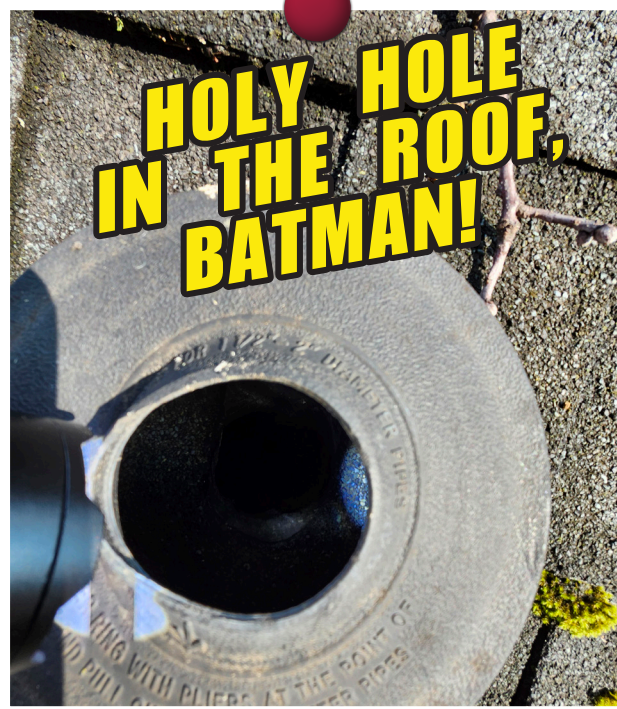
Richard Tinaro • Know Your Home Inspections, Carmel, NY



Doron Bracha • Accent Home Inspection, Brookline, MA



James Brock • Boston Home Inspectors, Boston, MA



Paul Cummins • No Surprises Home Inspection, Alexandria, VA



Brian Chatfield | BPG, San Diego, CA



James Brock • Boston Home Inspectors, Boston, MA



Derek Speelman • Indy Pro Inspection Service, Carmel, IN



Mike McCarthy • NJ Comprehensive Home Inspection
Basking Ridge, NJ



Doron Bracha • Accent Home Inspection, Brookline, MA

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**.



Renewing has never been easier.
Visit ashi.org or scan the code to renew today!