

# White Paper: Kansas Home Inspector License

I have inspected homes in Kansas since 2005 and was licensed when required by state law. My observations before and after licensing showed no difference in the inspection industry and during the license period there were very few complaints filed against home inspectors. I AM OPPOSED TO THE LICENSE BILL. If this bill is passed and the goal is truly to protect the citizens of Kansas then a few simple steps could be taken without the great expense of a governing body.

1. Massachusetts Chapter 112 Section 87YY 1/2, for example, states: At the time of signing of the first written contract to purchase, real estate brokers and salesmen, or the seller, if no broker or salesperson is involved in the sale, shall distribute a brochure, published by the office of consumer affairs and business regulations, educating consumers about the home inspection process. Real estate brokers and salesmen shall not directly recommend a specific home inspection company or home inspector but may, upon request, provide a complete list of licensed home inspectors prepared by the board. This prohibition shall not apply if there is a written contractual agreement or a written agency disclosure between the buyer and the real estate broker specifying that the real estate broker is acting exclusively for the buyer as a buyer's broker.

Most real estate agencies work on an average commission of 6% paid by the seller of the property. On a house selling for \$350,000 there is a potential commission of \$21,000. Sometimes a selling agent will recommend particular home inspectors to a prospective buyer, sometimes a list of three is given out. Who are these recommended inspectors? How did they "qualify" to get on the "approved" list of the agent? Is the agent recommending someone who will help protect the potential \$21,000 commission? Unfortunately, some real estate agents view a thorough and non-biased home inspection as a threat to their sales commission. (PROTECT THE CITIZENS)

2. Establish a trade practice license much like pest control or radon industry, two or three year license. Require all home inspectors to belong to a national organization and take continuing education classes, have a background check, and carry E&O insurance along with general liability insurance. I have done so since 2005. It is not a hardship.

Thank you!

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