



Inspecting and Educating Since 1994 – Experience Counts!

February 23, 2021

Kansas Senate Commerce Committee

Re. Senate Bill 176 (Home Inspector Licensure)

Dear Senators:

To provide some background, I am a long-time home inspector in Kansas City. I also was a Realtor for several years in the early 80's and my mother was a Realtor for many years before that, dating back into the 60's. Based on decades of involvement with the real estate business as both a former Realtor and current inspector, I am opposed to SB 176. Following are some reasons:

1. This proposal is antithetical to the reason there are home inspectors in the first place.

>The home inspection business arose many years ago out of a need to protect the general public by providing for checks and balances against overzealous sales efforts practiced by some Realtors. It happened organically, not because it was mandated by government or any other group. It was recognized that an objective third party with expertise in houses and their systems would benefit the home buying public. Now people in the real estate sales industry are trying to turn that upside down by convincing you to give them control over the very industry that is intended to protect the public from them. It would be akin to "the fox guarding the henhouse".

2. Claims that inspectors have received numerous significant complaints from the public are false.

>The lobbyists for the real estate sales community tell you there have been many complaints against us. I respectfully suggest that you ask them to prove it. The reality is Realtors have received many more complaints than inspectors have. For that matter, many more Realtors have been convicted of various crimes related to their business practices: fraud, misappropriation of funds, etc.

3. A little common sense goes a long way - follow the money.

>The real estate community is rich and powerful and can afford lobbyists and attorneys who get paid to pressure you. But I urge you to give some thought to what actually makes sense. A home inspector will get paid around four hundred dollars for an inspection of a \$400,000 house, or one



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tenth of one percent of the sales price. Realtors typically charge 6 percent of the sales price. That's \$24,000 - sixty times what the inspector would earn. Some Realtors consider inspectors to be impediments standing between them and that fat commission check. Logic would suggest they should be grateful for the fact that we are providing their (and our) clients with valuable information to aid them in a huge financial decision. However, when the findings of an inspection cause the buyers to have pause, the commission is put at risk and the inspector can quickly become the enemy. The popularity of labels like "dealkiller" and "alarmist" used among the real estate community when talking about inspectors is proof. In truth, inspectors have absolutely no incentive to do anything but provide useful information to their clients.

4. There is no evidence passage of this bill would benefit the public.

> None of the Realtors I work with are even aware this effort is underway. I have been told this was put forth by the National Association of Realtors as a goal for every state, then passed down to the state level. The lobbyists claim they have the general public's best interest at heart. Again, I urge you to ask them to prove it.

5. Passage of this bill would not address the problem.

>There are some bad inspectors but this bill would do nothing to correct that. The bad inspectors remain in business because Realtors continue to refer business to them. From the perspective of all good inspectors, a bad inspection is one that fails to discover and disclose significant problems. Unfortunately, some Realtors believe a bad inspection is one that threatens the closing of the transaction - period. Without support and referrals from Realtors, bad inspectors would not survive in the marketplace.

I want to close by saying I am not anti-Realtor. I have great respect for the agents I work with and I believe I enjoy their respect as well. However, I am convinced it is a bad idea to even begin to go down the road where the real estate community has control over the inspection industry. Please make no mistake; control is what this effort is about.

Sincerely,

A handwritten signature in black ink, appearing to read "John Byron".

John Byron
Byron Property Inspection, Inc.