

We proudly support:



THE HOME INSPECTION TRAINING ACADEMY (THITA)

“INSPECT WITH THE BEST”

WHAT IS A “HOME INSPECTION”?

With property owners becoming more demanding and exacting prior to purchase, and the banks requiring more and more security prior to providing a mortgage, Home Inspections are starting to play an ever-increasing role in the property industry.

The real estate market has also imbued the very careful home buyer with a desire to know what the real state of affairs and value of his/her home is before he/she buys – which includes professional advice about its physical condition.

We believe that the time has come for some kind of control over the burgeoning Home Inspection profession and support all attempts to unify the generally accepted home inspection procedures in the country– hence our support of and active role in the establishment of the South African Society of Home Inspectors (SASHI) and the Global Society of Home Inspectors (GSHI).

In our experience, the physical condition of the home has proved to be the single most important factor in the buyer’s decision to purchase the property and as a result the accurate and independent professional assessment thereof can very often “make or break” a sale.

Upon cursory examination, a home may look great and appear to be in tip-top condition. The stark reality – which a buyer very often finds out too late – is that it could be fraught with unseen defects which have been either cleverly covered up by the seller or just conveniently neglected to be pointed out. These undetected defects (whether major or minor) will result in dissatisfaction and even downright anger on the part of the buyer who will often feel that the home has been misrepresented. It may also spell disaster for a valuer or an estate agent if he/she has not picked up the problems in question and reflected them in his/her calculations or sales pitch respectively.

A Home Inspector carries out a detailed visual inspection of a dwelling and prepares a comprehensive written inspection report.

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WHY GET A HOME INSPECTED?



It has proven a fact that a thorough, whole-house inspection and report which is part and parcel of the valuation process, helps the buyer make his/her decision with confidence and enhances the agent and the seller's ability to sell the house quickly and efficiently.

A Home Inspection Report is an invaluable aid in the way in which an estate agent, owner or buyer can obtain information about the exact condition and state of a house.

Home Inspectors provide a means for the owner, buyer, estate agent, bank, valuer and any other interested party to have detailed information at his/her fingertips – including photographs if required.

In addition, any prospective buyer obtains full disclosure with regard to the property, as well as its realistic market value.

As in the case of the certificate of compliance required for the passing of ownership of a vehicle, a THITA inspection report provides the consumer with a Home Inspection Certificate and report which may be used to ensure that "what you buy is what you get!"

In this way, the professional and competent inspection of properties takes on new meaning and opens a world of possibilities for the entrepreneur who is prepared to go that one step further in providing a professional and reliable property related service.

By becoming a graduate and being part of THITA, not only are more products now able to be sold by the valuer, estate agent, electrician, plumber, project manager and such like who decides to broaden his/her range of services to the client, but the newly accredited Home Inspector also obtains a methodology that ensures the production of quality Home Inspection Reports, sound business practices and tried and tested marketing procedures



THE HISTORY OF HOME INSPECTION IN SOUTH AFRICA – SHORT OVERVIEW



Home Inspection is a relatively new profession in South Africa and Africa. The idea of regulated Home Inspections as such, however, is not new. For many years, bodies like the National Home Builders Registration Council (NHBRC) have been carrying out inspections on new houses.

The second-hand property market has, however, yet to see the widespread use of Home Inspections as a means for purchasers to obtain information about the condition of a home prior to purchase.

Correctly defined and regulated Home Inspection procedures are clearly in demand in South Africa, Africa and Globally, but consumers do not have a wide range of service providers in this field to choose from. No formalised or regulated system exists whereby properties may be inspected and certified in the same manner in which an AA certificate is obtained for a car.

THITA and the South African Society of Home Inspections (SASHI), along with the Global Society of Home Inspectors (GSHI), feel that the time has come to establish and support a network and an organisation – as we have - which can ensure the effective and general formalisation of a system for Home Inspection in South Africa, Africa and Globally.

We at THITA are an independent private operation which offers tried and tested inspection methods and procedures to the participating Home Inspector and the property market. We believe that we have succeeded in addressing the needs of the real estate market in making professional and standardized Home Inspection services a reality.

We have set out to prove that a regulated Home Inspection organisation has the ability to provide the consumer with a much-needed service on a National and Global front.

We are dedicated to changing the face of the real estate and specifically the construction business in South Africa, Africa and Globally, which we believe leaves a lot to be desired. This, we feel, is been due, in part, to deficient construction practises, materials and workmanship.

We support the idea that there is a growing awareness of environmental hazards and a real desire to protect today's home-owner who wants to be better informed about the property and therefore obtain maximum value from what is often the largest financial investment of his/her life.

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WHO IS THITA?



THITA is a private training academy which believes implicitly in Service Excellence. We support the generation and maintenance of industry standards and were instrumental in the formation of the South African Society of Home Inspectors (SASHI).

The Academy is comprised of a team of individuals who are experts in their field and who all have many years of experience. Our employees, consultants, students and clients are expected to strive to deliver a service and an end product which can serve as a powerful marketing tool in the hands of the estate agents, banks and property owners and ensure that all homeowners may obtain fair and objective appraisals of their property prior to purchase.

Our organisation envisages a model in terms of which a countrywide network of dedicated and trained Home Inspectors is able to service the needs of the consumer and who gather, garner and classify pertinent information regarding properties to the benefit of supporting network service providers. Aided by the methodology which we have tested in the field, our clients and trained inspectors are able to place a tool in the estate agent, lawyer, bank consultant, bond originator and ultimately the buyer's hands which will ensure product confidence and satisfaction. They are also able to empower contracted service providers who are provided access to this centralised database in order to provide their services to the consumer at preferential rates.

By being active in the role that SASHI plays in the market, THITA ensures that its students and clients are able to obtain the benefit of a dedicated commitment to the generation of a market share by means of the promotion of legislation for the regulation of the home inspection profession and industry.

THITA offers a License Package to Inspectors who feel that they have the "Entrepreneurial Spirit" necessary to take it one step further and become part of a network of Licensed Inspectors who proudly carry the THITA Brand.

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THITA STANDARDS OF PRACTICE & CODE OF ETHICS



If approved as a student/learner to do the course, you will undergo an online practical and theoretical training programme at your own time. As a Distance Training course, you will receive all the material to work through at your own pace.

After completing the course, a THITA Home Inspector will become certified and agree to abide by THITA and SASHI's Code of Ethics and Standards of Practice.

THITA's Home Inspectors will be expected to endeavour to service all their clients, whether they are a seller, estate agent, bank, or lawyer – in the same professional manner and not allow anyone or anything to effect the quality of their inspection and valuation work.

THITA's Home Inspectors agree to avoid conflict of interest by not referring any form of repair of the home or replacement of parts of the home to themselves.

During the course of their inspections our Home Inspectors only offer opinions when they are based on technical training, practical experience and honest belief.

Our Home Inspectors suggest to the homeowner that if the condition of the inspected area is such that it is beyond the scope of the inspection, the homeowner must obtain alternative professional advice.

Our Home Inspectors are expected to provide their inspection reports in a timely manner but do not disclose information concerning the results of the inspection itself without the express written approval of the client.

Most importantly, our Home Inspectors are expected to strive to support and advance the professional reliability, integrity, esteem and confidence of the home inspection industry as a whole – as graduates of THITA and members of SASHI.

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THE INSPECTION PROCESS



All inspections which are carried out for the consumer are only by trained THITA Home Inspectors who are also members (or candidate-members) of SASHI.

The duration of a home inspection would ideally never take more than approximately one hour but it can take up to two hours, depending on the size of the home and the experience of the inspector.

The actual home inspection includes photographs of all parts of the house which is a very important element of the final home inspection report which is presented to the client along with the THITA Certificate of Inspection.

Interior and exterior inspections are conducted.

The entire home, the pool, the garage or any other structure is thoroughly inspected and a final conclusive report is presented to the client which details the general condition of the dwelling and which also contains photographs for reference purposes.

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SASHITM
South African Society
of Home Inspectors

THE INFORMATION CAPTURING PROCESS



The most important aspect of the inspection service and operation is the production of a standardized Home Inspection report for presentation to the client.

The second most important aspect is that the information contained in the report as well as all other copies or electronic versions thereof are stored in a safe and secure environment to which only authorised personnel have access.

No third party may have access to any information contained in the Home Inspection report other than a client or an authorised representative of THITA.

Once the Home Inspector has completed the actual inspection and taken the photographs, he/she will be under pressure to transfer the information captured on the digital camera and “clipboard” onto the standard Home Inspection report template which is on his/her computer in the office. The Home Inspection template then merges the information and photographs and the report is printed.

The reason why the Home Inspector is under pressure to do so is that the Home Inspection report must be handed over to the client by close of business on the third day after receiving the instruction.

All instructions received by the Home Inspector must be recorded in writing and copies of all Home Inspection reports must be saved on disk or on a reliable back-up system.

All THITA Home Inspectors must ensure that they have the time and support structure to guarantee that all their inspections are carried out within the designated time limit and the final product delivered as stipulated.

Should the Home Inspector fail in the abovementioned he will prove unsuitable for the task expected from him as a THITA Home Inspections licensee.

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WHAT DOES IT COST TO BECOME A THITA HOME INSPECTOR & WHAT CAN I EXPECT TO EARN?



The applicant student pays a once-off course fee of R12 000 for the Distance Learning Course. The fee includes access to the whole inspection package as developed by THITA, training, the Training Manual, the business system and marketing guidelines and the business practice templates.

In the case of the THITA License Package, the cost is R15 000 as it includes access to the Intellectual Property of THITA, branding, marketing templates, business plans and budgets, marketing plans and much more.

There is also an additional amount that the applicant must make provision for in terms of get-up and gear, but the applicant can choose what gear (equipment) and clothing to buy, although the package provided by THITA offers the items at competitive prices and with the possibility of payment terms. The package includes a PC, smart phone, measurement device, torch, ladder, moisture meter, basic marketing material templates and branded clothing.

The applicant must also become a member of SASHI, for which the yearly membership fee is currently zero.

The applicant Home Inspector will have to own or have the use of a vehicle as well as be expected to acquire or have the minimum tools which are required as per the THITA Equipment List and Catalogue.

Each inspection brings in approximately R1500 (incl. VAT if applicable) to R5 000, depending on the size of the home inspected.

The standard projections which THITA provides are based on an income of an average of R3 500 per inspection.

It is important to note that besides the seller, the following consumers will also be making use of the Home Inspector's services:

The purchaser; The estate agent; Bodies corporate; Property developers; Government housing departments; Banks; Attorneys and many more.

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WHAT MONTHLY EXPENSES ARE INVOLVED WITH A HOME INSPECTOR LICENSE PACKAGE?



SEE EXCEL DRAFT FORECAST BUDGET UPON APPLICATION

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WHO PAYS FOR THE INSPECTION & HOW WILL I OBTAIN CLIENTS?



As far as the buyer and other consumers are concerned, these requests for Home Inspections will be paid for by the relevant client.

All clients that request Home Inspections from THITA Head Office are directed to the closest Home Inspector in the area where the client requires the inspection and the payment for these inspections will be made by the client direct to the Home Inspector.

In the cases of banks and developers and government departments, THITA will continually endeavour to conclude agreements whereby inspections may be generated for Home Inspectors in the field with payment by these bodies directly to the Home Inspector in whose area the work is carried out.

When backed by a reputable governing body (SASHI), we believe that the Home Inspection industry can create a niche in the current economic climate which could result in the revolutionising of the property industry in South Africa.

Effective Home Inspections bring the real value of properties in line with the owner's expectations. This results in a decrease of unrealistic home pricing and serves to stabilise the estate agent's role in the movement of homes from one owner to the next.

Centralised and regulated Home Inspections also open the door to adding real value to the service which the estate agent provides and makes it imperative for him/her to take part in the network of services which Home Inspection makes possible.

In this manner the Home Inspector is assured of a safe, steady and lucrative income from the promotion and provision of Home Inspection services.

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POSITIONING OF HOME INSPECTION SERVICES IN THE MARKET



The equivalent of Home Inspection services has been available in Canada, the UK and the USA for the past three decades.

The industry has in that time burgeoned to the stage where *entrepreneur magazine* has predicted that 90% of all homes purchased in the next few years will require inspections.

77% of all homes in the USA are inspected.

Money magazine ranks the home inspection industry as one of the top 10 businesses considered to have the best growth potential for the near future.

Experts in real estate in the USA – supported by leading agents in South Africa – predict that home inspections *per se* will grow by 400% in the next four years – particularly in the light of the current fragile macro-economy;

In the USA this means that 10 – 15 million inspections will be needed over the next four years.

The implications for the South African Home Inspection industry are therefore clearly mapped if handled effectively.

We proudly support:



CURRENT REGULATORY ENVIRONMENT



There are currently no generally accepted specific regulations governing or policing the second-hand Home Inspection industry in South Africa.

There can be no doubt that the industry – which is only now coming into its own – will require a formal entrenched governing body and set of rules in terms of legislation for standards of practice.

THITA was instrumental in the creation and governing of the South African Society of Home Inspectors (SASHI) which strives to promote the Home Inspection industry in South Africa, as well as of the Global Society of Home Inspectors (GSHI) which promotes the same goals worldwide and strives to standardize the Home Inspection process, Standards of Practice and Code of Ethics.

SASHI is currently in the process of lobbying government for the introduction of a Model Bill which could serve to regulate the profession of Home Inspection in South Africa by means of legislation.

GSHI and SASHI, supported by the American Society of Home Inspectors (ASHI), has entrenched its own Standards of Practice and Code of Ethics and ensures that all students, graduates, members and interested parties have access to and a say in the development and growth of the Home inspection Industry.

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PROJECTIONS FOR HOME INSPECTION ACCREDITATION ENVIRONMENT



It is advisable that Standards of Practice and a Code of Ethics for a profession should be defined, audited and policed on a regular basis by an independent body. THITA supports SASHI and GSHI in their endeavours to create a formal body to carry out these functions.

Being unregulated, the consumer can only rely on the professionalism and integrity of Home Inspectors in providing a thorough and credible inspection service. THITA promotes conducting business according to *ISO standards* which serves to enhance and entrench the value and credibility of the Home Inspection Industry and services.

THITA's methods of carrying out inspections and of doing business are audited internally and we ensure that our graduate Home Inspectors also adhere to our strict code of excellence. This ensures quality of service to clients and the production of thorough Home Inspection reports.

CONCLUSION

It is THITA's insistent opinion that the Home Inspection industry and related services which it makes possible is the industry in South Africa, Africa and Globally which has the best growth potential for the immediate future.

We believe that it is imperative that all Home Inspectors should join us as a group to become accredited and to provide support to SASHI and GSHI in standardizing the Home Inspection profession Worldwide. This will, without a doubt, result in the redrawing of the real estate map in every relevant the country.