

## Top 10 Lies Bad Agents Tell Buyers In Omaha

**(There are some exceptional real estate agents in the Omaha area that are truly in the business to protect their client's best interest and conduct themselves in an honest and ethical manner. If one of these highly respected Agents should refer our company to you, I can assure you they are working 100% on your behalf. Don't get this article confused with these good agents.)**

Most of the general public has no idea how unethical certain real estate agents are being in Omaha. We've put together a top 10 list of lies these bad real estate agents have said against Foundation-2-Rooftop, Inc., in attempts to steer clients away from hiring us. In most instances, these bad agents are attempting to push the Buyer into hiring an inspector they have a cozy relationship with (aka-preferred vendor) who they know will soft-sell the inspection issues or in their terms has "good bedside manner". The first one on the list is by far the hardest one we have to deal with on a weekly (sometimes daily) basis. It's difficult for the public to realize their well-dressed, smiling agent is manipulating them. Our hopes are that this article will open the public's eyes to what actually happens here in Omaha, NE. These are real instances of wolves in sheep's clothing:

1. **They claim the Seller won't allow us on the property.** We've had both Listing Agents and Buyer's Agents make this lie. We've had this happen over 30 times in 2015! The agent makes it sound like the Seller actually refused to allow us on the property, when in fact the Seller never said it and doesn't even know that the agent has told the Buyer this lie and put the entire transaction in jeopardy. We've had Buyers walk away from the transaction when the agent refused to allow us on the property. Each time, the Seller definitely had grounds for a lawsuit against the agent! As a Buyer, your agent has a duty to protect your best interest and fight for your right to choose your own home inspector. If they don't fight, then your agent is either in on the lie or not a good agent. To fight back, demand that the Seller provide a signed statement that they won't allow us on the property. By doing this, it calls the agent's bluff and we're allowed on the property. These bad agents are in direct violation of the National Association of Realtors Code of Ethics and Standards of Practice Article 3-8 that states: "Realtors shall not misrepresent the availability of access to show or inspect a listed property."
2. **They've heard bad things about us.** This is such a vague statement, that you should immediately ask them to specify. Ask them for the name of the client, the date the inspection

was performed, and the address inspected. Then call us up so we can look into it specifically. Most times, they won't have any specific instance and all they are basing their statement on is gossip from other agents in their office. On a rare instance where an agent actually does have a "bad" experience, have them specify, because it always turns into an issue that actually existed on the home that we found and they didn't want us finding it. **Their version of us being "bad" is our client's version of us doing our job right and protecting them.** When we perform a thorough home inspection, the issues we find become additional hurdles that usually turn into negotiations between the Buyer & Seller. The bad agents don't want us to find anything so the deal will go smooth. They want to cash their commission check at your expense.

3. **They state we have a bad reputation.** Not with our clients. We get 98% of our business from our clients referring friends, family, & co-workers to us. They are so happy with our home inspections, that they take the time to post awesome reviews on-line. We have more positive client reviews on-line than all of our competition combined!
4. **They claim we kill deals.** We inspect properties and report their condition. The condition of the house may cause negotiations to fall apart, a Buyer's or Seller's financial situation may cause the deal to fall apart, the loan process may hit a wall for numerous reasons, or the Buyer may simply have a change of mind and want to buy something better that came along. Fact is, it has never entered our mind to 'kill a deal' while inspecting a building for our clients as we do not receive any compensation for doing something so absurd. We always respect our client's choice in a certain property by methodically and professionally pointing out the issues. Being dubbed a "deal killer" by an agent should be seen as a compliment to us for any client.
5. **They've never heard of us before.** This is another way they like to put doubt in your mind about us. Their next comment is usually to push their favorite inspector(s) onto you. With over 2,500 real estate agents in Omaha and their high turnover rate, we've never heard of a lot of them either.
6. **They claim we are brand new in the business.** This slight-of-hand comment immediately makes you think that we are incompetent and don't have any experience. Fact is, we've been in business doing home inspections full-time for 13 ½ years. Greg Wayman has been the local NAHI Chapter President and served nationally on NAHI's Board of Directors. He's both NAHI and ASHI Certified.
7. **They inform you that we are in a lawsuit over an inspection.** No we aren't. We just caught an agent slandering us to our recent clients on this. Luckily, our client's father was very thorough in researching us and had lots of experience buying homes. Our clients caught this agent in so many lies that they went back to her broker to have her removed from their transaction. That bad agent now has a complaint against her with the Nebraska Real Estate Commission.
8. **They claim we damage property.** No we don't. We are very careful and respectful of the properties we inspect. We even wear separate shoes or slip on booties for the interior. Over the years, of course we've had a few floor drains back up on us as we're testing, found clogged sinks, found leaks on supply lines, had rotted hardboard siding fall apart in our hand as we touched it, opened windows then realized they were rotted and couldn't get them to close back tight, and had a few cheap garage doors buckle as they failed the auto-reverse test. But that's all part of doing our job. We are supposed to find those things. We didn't cause these problems. We're not going into houses with sledge hammers and smashing things apart like the bad agents want you to believe.

9. **They claim we weren't available to do the inspection.** Never have your agent call to schedule an inspection. This gives them plenty of opportunity to manipulate you to hire someone else. We've had agents make it seem like they are doing their client a huge favor by offering to line up the home inspection for them. When the agent calls us, they try to get us to tell them our times we already have booked up, then insist that the inspection has to be during one of those times. They then go back to the client and tell them we aren't available so they can push the client over to their pet inspector. We've even had agents tell us that the walk-thru has to be at 3:00 p.m. making us believe the client needs it at that time, then we find out it's because the agent has to pick up her own kids from school or daycare and that the client was available whenever.
10. **They tell you they have an inspector that can do it cheaper.** We've had agents call us for our pricing, line up the inspection because it was the client's choice, then call us back to cancel our inspection because they went to their inspector, told them our price, and had them give an estimate \$25-\$50 cheaper. The agent then manipulated the client into thinking they are hiring an inspector of the same quality and saving the client money. In reality, the agent successfully fast-talked the client out of their choice of a thorough home inspection and into a sub-par inspection.

## Buyer Beware!!!

**It is your right to choose your home inspector.**

*Greg Wayman is the President of Foundation-2-Rooftop, Inc., an ASHI Certified Inspector, has been inspecting full-time for over 13 1/2 years, and has personally inspected over 3,500 properties. Greg is Heat Exchanger Experts Certified and is a NE Radon Measurement Specialist. He is a past member of the GO-ASHI Chapter in Omaha. He is the past Nebraska Chapter of NAHI President from '03-'07, past Board member of NAHI from '07-'08, and past national Secretary/Treasurer of NAHI '08.*

