



# Home Inspection

Western NY School of  
Real Estate

**(716) 633-9009**

[www.wnyschoolofrealestate.org](http://www.wnyschoolofrealestate.org)

## Your tuition includes:

- ◆ Basic tools of the trade
- ◆ 887 page Textbook
- ◆ Review CDs for your car
- ◆ On-line practice questions to prepare for school/state exams
- ◆ In-class review
- ◆ Free Web-Site page at:  
[www.wny-homeinspector.com](http://www.wny-homeinspector.com)



## INTRODUCTION

- ◆ We were the **first** school in the State of NY to be approved as a home inspector qualifying/licensing school (11/16/05).
- ◆ The Western NY School of Real Estate is a New York, Massachusetts, Pennsylvania and Florida accredited professional real estate school offering specialized real estate training to become a: home inspector, real estate agent/broker, appraiser, referral agent or assistant, property manager, appraiser, mortgage processor or underwriter, Paralegal & Certified Pest (Wood) Technician/Inspector.
- ◆ We have been training individuals to become home inspectors since 1996. Our program has evolved over the years based on regulatory & technological advancements in the field.
- ◆ The home inspection industry continues to expand for a number of reasons: 1) interest rates are still at historic lows, 2) real estate agents are being trained to recommend a home inspection as a way to minimize problems that can come up at a later point, 3) licensing and registration of home inspectors is becoming commonplace and the result will be more professionalism in the field.
- ◆ There is an estimated 24,890 home inspectors nationwide, and this number is expected to increase at a rate of over 10% per year throughout the rest of the decade according to information from the Dept. of Labor.

## STATE LICENSING INFO

On September 30, 2004, the Governor signed into law the **Home Inspection Professional Licensing Act** (Article 12-B) which requires that all home inspections performed on any 1-4 family home for compensation after 12/31/05 be completed by a State Licensed or Certified Home Inspector.

NYS requires that prospective home inspectors successfully complete 100 hours of in-class education and a 40 hour "in-field" training course based on the State's mandated curriculum. Drive-time is excluded from the hours for the in-field component. The Western NY School of Real Estate offers all 140 hours of required education. An examination is

required for each component or course completed. No distance education is acceptable for the pre-licensing component. In addition to the course instructor, we have a professional engineer on staff that supervises the activities of students during the 40 hour in-field training portion as well as the first State-Approved Instructor for Home Inspection approved by New York (Michael Brady).

For more information, visit the NYS Dept. of State web-site at: <http://www.dos.state.ny.us/lcns/homeinspector.htm>.

We are also an approved home inspection school through The Board of Registration of Home Inspectors - Division of Professional Licensure, Commonwealth of Massachusetts.

To meet the school's minimum in-class attendance requirement, no more than 10% of the course hours can be missed and a minimum passing grade on the final exam of 70% or better must be achieved. An hour of instruction is equal to no less than 50 minutes - therefore a 10 minute break is earned each hour. Past exams are not reviewed as each one is approved individually by the State.

## WHY SHOULD YOU CONSIDER US?

Nationwide, there are dozens of schools and private organizations that offer training to become a Home Inspector. There are a lot of reasons to consider our school...

1. We've been training students to become home inspectors for over 12 years. Our experience and reputation is well known in Western NY.
2. We only employ faculty members who are experienced State Certified Home Inspectors to teach our classes (currently certified in Massachusetts and Connecticut as these were the only adjacent states at the time to have home inspector licensing). There are very few schools in New York State that can attest to this credential. Now we utilize the services of NY State Certified/Licensed Home Inspector instructors or Technical Instructors and NYS Professional Engineers.
3. We always followed standards established by the NY Department of State (our regulatory authority) for course development, approval, attendance, testing and

record retention. Now the same agency is regulating the home inspection industry in New York.

4. Our training materials (textbooks, audio/visual, study guides and various computer testing/practice software) reflects the highest standards. Most of the material we use in our classrooms come from Dearborn Publishing - the recognized publishing authority for real estate & home inspection training. We currently use "Carson & Dunlop" materials which have been endorsed by ASHI [the American Society of Home Inspectors].
5. Segments of our home inspector training courses have been approved over the years by the American Society for Home Inspectors (MRC's) which are required by members, candidates and designees of that organization.
6. WNYSRE is the lowest price school in the northeast based on a comparison of materials offered, in-class hours, faculty experience and certifications and supplemental review opportunities provided. Most schools that come close are nearly 40% higher in price on the average.
7. We have in-class & on-line questions with a data-bank of over 700 questions that provides challenging questions covering every aspect of a home inspection - ideal in preparing students for the State examination or for most nationally-recognized exams.

## CURRICULUM & FEES

- ◆ **Module #1: Structural, Exterior & Roofing**  
25 hrs. / \$399
  - ◆ **Module #2: Interior, Insulation/Ventilation & Electrical Systems**  
25 hrs. / \$399
  - ◆ **Module #3: Heating, Cooling & Plumbing**  
25 hrs. / \$399
  - ◆ **Module #4: License Law, the Profession & Report Writing**  
25 hrs. / \$399
  - ◆ **Module #5: 40 Hour In-Field Training**  
40 hrs. / \$699
- plus \$35 for forms (unless you sign up for a package).*

If you are short on your hours for module 5 because you did your training at another school, missed a class due to personal reasons or sickness etc., you can make-up an inspection at a rate of \$85 per inspection. Just contact the school to schedule yourself accordingly (or you can wait until Module 5 is offered again and make-up the missing session with inspections later on).

### PACKAGE PRICES:

Modules 1-4 including textbook/CDs	\$1,595
Modules 1-5 including textbook/tools/CDs	\$2,195
All modules and the Wood Program & all texts:	\$2,695

\*The basic starting tools and web-site benefits are only included in the last two packages noted above.

Students are required to purchase the 887 page textbook "**Principles of Home Inspection - Systems & Standards**" © 2003 by Carson & Dunlop. \$98 + sales tax. This book is used for the entire 100 hour in-class part of the program. The book is included in any package pricing. You will get this at your first class meeting.

### TYPICAL QUESTIONS



#### WHAT KIND OF BACKGROUND IS REQUIRED?

Students do not have to hold any type of license or have any type of real estate experience whatsoever. You learn everything you need based on the State-approved curriculum in the 5 modules noted above. You must demonstrate freedom from disqualifying criminal convictions (misdemeanor/felony, etc).

#### I HAVE A BACKGROUND IN THE CONSTRUCTION TRADES -- DO I NEED TO TAKE ALL THE COURSES?

We cannot waive courses or give you credit for courses or experience acquired elsewhere. Only NYS Dept. of State has the authority to do so. Be prepared to substantiate the number of hours, course syllabus, testing procedures, minimum in-class attendance requirements, etc. otherwise the State may likely turn-down your request.

#### WILL THE SCHOOL PROVIDE THE 40 HOURS OF FIELD-BASED TRAINING THAT NY REQUIRES?

Yes. This is module #5 of the curriculum. We provide the home inspection report checklist forms for an additional \$35 to non-package students and you will get a blank report for your records.

We must retain your inspection reports on file with the School as per State regulations for a minimum of 3 years. You can provide your own forms, however, we must review them prior to the start of the class to be sure they are in compliance with the minimum requirements as stated in the legislation of Article 12-B of the NY Real Property Law. Students who own their home and live within 20-30 minutes of the school are expected to offer their house as part of the 7-10 homes we typically need to look at in order to satisfy this part of the State's requirement for in-field work. Your cooperation allows us to keep prices as competitive as possible.

NYS allows a student to seek out their own engineer, architect or Licensed NYS Home Inspector if they wish to complete module five's requirements outside the approved school. Contact the State for more information.

#### PLEASE EXPLAIN YOUR REFUND POLICY TO ME?

As part of the legislation and amendments, schools must provide students with a written refund policy in advance of starting the program which the student must sign and return to the school. The State requires that we have your acknowledgment on file confirming you have read and understand the terms of your enrollment and the cancellation policy. Be sure to ask about it if you were not prompted accordingly by the office staff. The instructor will review this brochure, the refund policy and any other pertinent information at the start of the program just to be sure that the policy was reviewed and the appropriate acknowledgment was filed with the school PRIOR to the commencement of your classes and payment.

#### WHAT IF I MISS A SESSION DUE TO WORK?

NY requires that you attend at least 90% of the course in order to be eligible to take the final exam. You must physically be present in class. Sessions can be made up at future offerings of the content material. Speak to your instructor or the school office at the earliest possible moment if your schedule changes significantly. There is a \$25 charge per class make-up and no more than one class of each module can be made up. Speak to the instructor if you need clarification on this.

#### HOW CAN 8 INSPECTIONS PAY FOR MY EDUCATION?

Very simply, once you're licensed and if you charge \$275 per inspection and complete just 8 - that will pay for the basic program (excluding the wood inspector certification). Quite a bargain when compared to what people spend to become qualified in so many other industries. At 4.5 hours per inspection - that's over \$60 per hour.

## WESTERN NY SCHOOL OF REAL ESTATE

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