



Cornerstone Newsletter

June 2025

Education you can count on!

Cornerstone Classroom

Upcoming Webinar: Asphalts Roof June 2nd, 2025, 7:00 PM – 8:00 PM **(SPECIAL DATE)**

In this webinar, home inspectors will learn how to properly evaluate asphalt shingle roofs, identify common defects, and understand the factors affecting roof longevity.

INDUSTRY HEADLINES

Connecticut: The real estate market has seen an 8% increase in home listings in January 2025 compared to the previous year, indicating a resurgence in seller activity . Additionally, housing permits rose by 15% in January, continuing a growth trend and suggesting a potential uptick in new construction . (New Haven Register)

Michigan's Mobile Home Inspection Initiative: The Michigan Department of Licensing and Regulatory Affairs (LARA) has established a dedicated mobile home community inspection team to enhance living conditions in mobile home parks. This team focuses on ensuring compliance with state standards and prioritizes the health and safety of residents.

HOME INSPECTORS

"Saving My Bacon" While inspecting a city home, I discovered the owners had an unusual pet—a large pig weighing several hundred pounds. During the inspection, the pig escaped its pen and began chasing the real estate agent around the house. To divert the pig's attention, I led it out the front door, allowing the agent to escape through the back. It was an unforgettable experience that added a whole new meaning to the phrase "bringing home the bacon."

Join Cornerstone

Join **Cornerstone Home Inspector Education Center** today!

- ✔ Online courses available
- ✔ Expert instructors
- ✔ Monthly Membership and Package Plans

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TOOLS OF THE TRADE

Emerging Technologies in Home Inspections

Thermal Imaging and Infrared Cameras

- **What it does:** Detects heat loss, moisture intrusion, missing insulation, electrical hotspots, and HVAC problems.
- **Why it matters:** Provides non-invasive, visual proof of hidden issues behind walls or ceilings.
- **Trend:** Becoming a standard add-on for inspectors who want to offer higher-value services.

FROM THE DESK OF STAN BAJERSKI

So, what's the current state of home inspections?



General Industry Trends

- Shift toward more pre-listing and maintenance inspections, not just buyer inspections.
- More clients requesting specialty inspections: mold, radon, sewer scopes, air quality, etc.



Technology and Tools

- Widespread adoption of drones, thermal cameras, and moisture meters as standard gear.
- Use of AI-powered report-writing software speeding up delivery and improving consistency.
- Increased client expectations for interactive, photo-rich, mobile-friendly reports.
- Smart home device testing becoming a routine part of inspections.



Education and Certification

- States increasing CE (continuing education) requirements—inspectors must stay current.
- Popularity of niche certifications (pool/spa, septic, energy audits, etc.) to stay competitive.
- Online training and webinars are more accessible and widely used (especially in New England).



Challenges

- Rising liability: clients and attorneys are more likely to scrutinize inspection reports.
- Unrealistic expectations from buyers—some expect inspectors to predict the future.
- Aging housing stock in New England makes inspections more complex and nuanced.
- Inflation has increased the cost of tools, insurance, and software subscriptions.



Business and Marketing

- Inspectors increasingly rely on digital marketing (Google Reviews, SEO, social media).
- Realtors remain a key referral source, but younger buyers often find inspectors online directly.
- Competition is growing—more new inspectors entering the field post-COVID.



Regulation and Standards

- More emphasis on ethics and standards of practice, especially in licensed states.
- Inspectors face increasing pressure to distinguish themselves through integrity and clear communication.
- Some regions exploring stricter licensing laws and disclosure rules.



Opportunities

- Expanding into ancillary services (e.g., radon, mold, thermal scanning) for additional revenue.
- Building long-term relationships with clients through annual maintenance inspections.
- Providing educational content (videos, blog posts) builds authority and trust.
- Technology allows solo inspectors to operate efficiently and professionally.

NEW ENGLAND SPOTLIGHT

Home inspectors in New England are adapting to emerging trends to meet the evolving needs of clients:

Environmental and Climate Resilience: Inspectors are increasingly assessing properties for resilience to environmental challenges, such as flooding or wildfires, by examining features like drainage systems and fire-resistant materials .



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For more updates and resources, visit our website at www.cornerstonehiec.com or contact us at support@cornerstonehiec.com

LG Electric Ranges Recalled Due to Fire Hazard

LG Electronics has recalled approximately 500,000 electric ranges sold between 2015 and January 2025. The front-mounted knobs on these ranges can be unintentionally turned on, posing a fire hazard. <https://www.cpsc.gov/Recalls/2025/LG-Recalls-Electric-Ranges-Due-to-Fire-Hazard>

HTP ELU Residential Heating Systems Recalled

HTP has issued a safety recall for specific ELU model residential heating systems due to potential safety concerns. The recall was announced in coordination with the U.S. Consumer Product Safety Commission (CPSC). <https://htproducts.com/safety-notice.html>