



## *Greater Harrisburg Association of REALTORS<sup>®</sup>*

### POLICY STATEMENT ON POINT OF SALE

#### **Background**

Some municipalities in Pennsylvania require a seller of residential real estate to obtain a point of sale inspection and to make any required repairs to the property before a certificate of occupancy may be granted to the buyer. These inspections are promoted as enhancing the quality of housing stock and therefore ensuring the health and safety of residents. In actuality, these practices only apply to the select few in a community who decide to sell their homes, rather than the entire community at large.

#### **GHAR Position**

While GHAR supports the availability of quality housing stock, we believe that point of sale inspections:

- Are inequitable as they place the burden on homebuyers and sellers for something that is the responsibility of the whole community;
- Are inefficient in achieving the highest level of compliance to a community's code standards;
- Are counterproductive to maintaining an affordable housing stock;
- Add complications to the real estate sales transaction. Since many steps are involved in the inspection and repair process, this adds delays to the transaction process;
- Create an unknown expense for both parties to negotiate. The cost of retrofitting can cause the home sale price to increase, leaving the potential homebuyer with an added expense, and possibly, an inability to purchase the home.

GHAR believes that existing law which requires a seller to disclose material defects at the time of sale, and which encourages buyers to obtain a home inspection before purchasing a property, provide self-improvement of current housing stock and negate the effect of point-of-sale requirements.

*Approved by the Government Affairs Committee (5/6/2009)  
Approved by the GHAR Executive Committee (6/8/2009)  
Approved by the GHAR Board of Directors (6/18/2009)*