



The Realtor's Foundation FAQ

Expert Answers for Nervous Buyers

Brought to you by Area Wide Waterproofing – Chicagoland's Foundation Specialists



Area Wide
Waterproofing

708-274-7467

1. "Is a crack in the foundation always a deal-breaker?"

The Answer: Not at all. In the Chicagoland area, nearly every home over 20 years old has some form of settlement or shrinkage crack.

- The Key: Distinguish between shrinkage cracks (vertical/hairline) and structural cracks (horizontal/wide).
- The Fix: Most hairline cracks can be permanently sealed with an injection for less than the cost of a new dishwasher.

2. "If the basement is dry now, do we really need to worry about those white stains (efflorescence)?"

The Answer: Yes. That white, chalky powder is mineral salt left behind by evaporating water.

- The Reality: It is "proof of past performance." It means water is getting through the concrete. It might be dry during your walkthrough, but during a heavy Chicago spring thaw, that wall/coping cove will likely seep.
- The Fix: This is the perfect time to suggest an interior drainage review before the buyer finishes the basement.

3. "Can a 'bowing' wall actually be fixed, or will it eventually collapse?"

The Answer: It can be fixed and often made stronger than the original wall.

- The Fix: Using Carbon Fiber Straps or Steel I-Beams, we can stabilize the wall and stop the inward movement permanently.
- The Bonus: These repairs often come with a Lifetime Transferable Warranty, which actually increases the home's resale value by removing the "foundation worry" for the next buyer.

4. "Will my homeowner's insurance cover foundation repairs?"

The Answer: Generally, no.

- The Reality: Most policies cover "sudden and accidental" damage (like a pipe bursting), but they rarely cover "gradual earth movement" or "hydrostatic pressure."
- The Strategy: This is why catching issues during the inspection period is vital — you want the seller to provide a credit so the buyer isn't paying out of pocket later.

5. "Why should we use a specialist like Area Wide instead of a general home inspector for the foundation?"

The Answer: Home inspectors are generalists; they identify that there is a problem. We identify why it's happening and exactly what it costs to fix.

- The Advantage: A general inspector might say, "Consult a specialist." By calling Area Wide immediately, you get a real-world quote that can be used in attorney review to negotiate credits.

PRO-TIP FOR AGENTS

When a buyer is scared, pivot to the Area Wide Warranty. A foundation repair from Area Wide isn't just a patch; it's a certified, warranted solution that protects their investment for decades.

CONTACT INFORMATION

For a professional consultation or to schedule a structural estimate, contact:



Area Wide Waterproofing, Inc.

708-274-7467 | www.AreaWideWaterproofing.com | info@areawidewaterproofing.com

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