

Selling an EIFS House

Some real estate agents will not list a home made with EIFS and some potential home buyers will not even look at a home made with EIFS. EIFS commonly referred to by one of its brand names, Drive-it, has received a good deal of bad press over the years regarding moisture penetration and damage. Even people that do not know the details of the reported problems just know they heard bad things about EIFS and don't want to deal with it.

As the owner of an EIFS home with no problems, it may be difficult for you to understand why you should have to lower your selling price, pay for a special inspection or even deal with the many questions about your homes condition. The reality is, however, that you may have to do all these things if you expect to sell your home. A home constructed of EIFS will typically sell for \$15,000 to \$20,000 less than a comparable home made of brick and \$5,000 to \$10,000 less than a home made with siding.

OK! Not what you wanted to here. But honesty is the key ingredient in the way we market all the homes we sell and is especially necessary when selling an EIFS home. Being upfront and honest with yourself and in all the advertising and presentations of your home to potential buyers will be the thing that gets you the best price in the shortest time.

We list and market EIFS homes because we know how to get the right information to potential buyers so they can make an informed decision about buying your home.

***If you have questions or need more information give us a call at:
205-612-8496 or 205-612-9633***

Following is some basic information about EIFS and EIFS inspections.

What is EIFS?

EIFS (exterior insulation finishing system) is a type of siding used on homes and commercial buildings. The product is very attractive and has the appearance of real cement stucco siding, although it is a synthetic version that is much more energy efficient. Drive-it is a brand name for an EIFS product that is commonly used generically when referring to EIFS.

How is EIFS vulnerable?

EIFS has a reputation for water damage due to lack of maintenance and installation errors. Cracks and installation errors can allow water to enter at roof lines, around windows and doors, and at all wall vents, utility penetrations, railing attachments, faucets, electric outlets and wall mounted light fixtures.

What are the Consequences?

Once water has entered behind EIFS, it can become trapped and cause significant damage. Issues with EIFS became well known when homeowners began finding mold growing on their interior walls and inside of wall cavities, wall insulation that was wet and rendered ineffective, and rotted structural framing that is supposed to hold their homes up.

Of course any type of siding can leak if not installed correctly, but EIFS tends to hold moisture behind it for longer periods of time or indefinitely. It is the enduring trapped moisture that causes the damage. While design improvements have been made to EIFS, it still remains vulnerable when not maintained, or if not installed correctly.

Why is EIFS not maintained?

People who have EIFS installed, or purchase a home that has this siding, are rarely told about the importance of EIFS siding maintenance. They do not understand that EIFS is supposed to be inspected annually for cracks and then maintained as needed. Because of the lack of maintenance, many EIFS clad buildings have water incursion.

Who performs EIFS inspections?

The State of Alabama requires that all Home Inspectors and EIFS Inspectors shall have and maintain a current license issued by the Alabama Building Commission. A listing of Alabama licensed inspectors can be found at www.exterior-design-inst.com/members/alabama.html

A professional inspection of EIFS siding is always recommended when annual maintenance records are not available, or if there are visible evidences of staining, installation errors, or musty odors anywhere indoors.

During real estate transactions, a professional inspection is also recommended. This type of inspection requires specialized equipment and is not part of a general home inspection performed during real estate transactions.

Should I get my home inspected now?

An initial inspection performed by a professional can help determine if your EIFS siding is currently in good condition, or if hidden problems exist that need to be addressed and how to proceed. Having an inspection report available to prospective buyers can increase their confidence in your homes condition and help close the deal.