

## Choices

In the Real Estate Business it is commonly stated that the three most important criteria for selecting a property are location, location and location. It can be said that the three most important criteria for selecting a Home Inspector are experience, experience and experience. The State of North Carolina requires a license to be a Home Inspector. Holding a license does not make a person a good Home Inspector anymore than it makes anyone successful. The qualities shared by the best Home Inspectors are experience and the ability to observe, report and communicate based on that experience. As a Home Inspector what we report affects many. Our work must be neutral, accurate and fair. Home's are like people, none are perfect, but some come closer than others.

## Our Perspective:

Every inspection must be reported and accepted from a proper perspective. Our perspective is:

1. Home ownership is an expensive long-term commitment. The buyer should become as informed about their purchase as possible. Failure to do so may lead to long-term displeasure or worse.
2. Homes should be compared to their peers in the same price range, not to a mystical perfection or a new house.
3. Construction and maintenance of homes is not a perfect art. The perfect house does not exist. All houses have issues, even new houses.
4. Most Home Inspectors and their reports are one sided. They only see and report the negative. All homes have two sides. We strive to observe and report the positive as well as the negative attributes of a home.
5. Observation and reporting of existing issues do not decrease the value of the home; it only makes for a better-informed buyer and seller. The value of the home is the same after the inspection as it was before. The only change is in the perception of those involved based on their newly acquired knowledge.

6. Value and price is not necessarily the same thing. Any home will be a valuable purchase provided there is a balance between its peers in the same price range with adjustments for consideration of existing issues or systems which may not be functioning as intended. The best deal must have balance among price, terms, location, neighborhood make up and existing conditions. If you think there is a perfect balance, you are dreaming. What must be sought is an acceptable balance. This acceptable balance will make for a WIN-WIN-WIN deal. Out of balance will cause trouble for everyone involved.
7. Buying a home is often an emotional experience when it should be a logical one. The goal of Realtor and Home Inspector must be to reduce the emotional and stress the logical. Logical decisions are usually good decisions. Emotional decisions are often questionable.

## Our Experience:

Retired from active construction following 30 plus years and 4,000,000 square feet of commercial construction. Involved from the trenches to the board room with projects ranging from a set of stairs to the top of the waterfall at Stone Mountain State Park, to buildings totaling hundreds of thousands of square feet.

- **John S. Clark Company** Mt. Airy, NC 1995 to 1999 Manager in their Winston-Salem office. The 8<sup>th</sup> largest commercial contractor in North Carolina.
- **Chris D. Hilton Construction Company** Winston-Salem 1988 to 1995 Owner/President.
- **Shelco** Winston-Salem 1977 to 1987 25% Owner/Director, General Manager, Vice President, Executive Vice President, President/COO (Now headquartered in Charlotte). Founded in 1977, today, this company is the largest Commercial Building Contractor in the State of North Carolina with management hired and trained by Mr. Hilton.
- **R & B Masonry** Rural Hall, NC 1976 to 1977 Commercial Masonry Superintendent & Estimator

- **Hilton Enterprises** Walkertown, NC 1971 to 1975 45% Owner/Vice President family commercial masonry company.
- Mr. Hilton grew up in construction working with his father who was in the Construction Maintenance Division of R. J. Reynolds Tobacco Company and built homes as a second job.

## License Held:

- North Carolina Home Inspectors License # 1069
- Has held license for Unlimited Commercial Building Construction in: North & South Carolina & Virginia

## Memberships:

- "Education Director" Central NC-ASHI® (A chapter of the American Society of Home Inspectors)
- North Carolina Licensed Home Inspectors Association
- American Association of Radon Scientists and Technologists
- Winston-Salem Regional Association of Realtors, Inc.
- Home Builders Association of Winston-Salem, NC (Director 1993 to 1996)
- Former member of Triad General Contractors Association (Director 1993 to 1995)
- Former member of the Associated General Contractors of America (AGC) (Triad Chairman 1993)
- Former member of National Association of Industrial and Office Parks
- Former member of the board of directors of The Moravian Music Foundation, presently serving on their building committee

## Money Back If Not Satisfied:

If you are not completely satisfied (after reading our report) with the service offered, either now or at any time following the inspection, I will refund your money in full. No questions asked.

## Involvement:

- Member of the Joint Legislative Committee of the Home Builders Association of Winston-Salem and the Winston-Regional Association of REALTORS, Inc. from its inception until the present.
- Member of Moravian Church in America, Southern Province Building Committee for the “Archie K. Davis Archival Facility” Old Salem, NC.
- Assisted in review and editing of the most recent zoning ordinance for Winston-Salem/Forsyth County.
- Chairman, Winston-Salem Storm Water Task Force 1992.
- Chairman, Winston-Salem Chamber of Commerce I-73 Task Force 1991.
- Former member of Building Committee for Calvary Baptist Church, Winston-Salem, NC.

## Projects of Note in Winston-Salem:

- Madison Park Office Complex (Including Piedmont Airlines Computer Center)
- Republic Square Office Complex
- Sara Lee Corporate Center Office Complex
- First Stratford Office Building (First Union Bank)
- Consolidated Center Office Complex
- Piedmont Airlines Reservation Center
- Golf, Pro Shop, Pool and Pavilion Addition, Old Town Country Club
- Wilson Cook Medical
- Grassy Creek Business Park
- Two Buildings at Summit School
- Bob Neil Mercedes Dealership
- Office Building 3288 Robinhood Road
- The Wachovia Scouting Center (Old Hickory Council of the Boy Scouts of America)
- The Courtyard by Marriott at Hanes Mall
- Restoration and Renovation of the Historic Railroad Building near Old Salem
- Saved, moved, restored and gained listing on the National Register of Historic Places for: The Brickenstein/Leinbach House, Old Salem

## Projects of Note out side of Winston-Salem:

- Bermuda Run Country Club Addition & Renovation of Dining Area and Bar, Advance, NC
- Thomas Center Dining & Bar Area Renovation, Duke University
- High Point Municipal Operations Center
- The Centre at Hugh Howell (Publix Food Store), Tucker GA (Near Atlanta)
- Hanes Industrial Park, Nashville TN
- Sherwin Road Distribution Centers, Greensboro, NC
- North Ridge Business Park, Rural Hall NC
- Cricket Inns, Durham NC, Columbia SC and Richmond VA

## Recognition and Awards:

- The Gertrude S. Carraway Award of Merit by The Historic Preservation Foundation of NC, Inc. “For outstanding achievements in the field of Historic Preservation in the State of North Carolina.
- Recognized by the New York Times in an article titled “Reusing The Old” January 13, 1991
- Recognized by The Moravian Music Foundation for rescue of The Brickenstein/Leinbach House from impending demolition and restoring it to its original grandeur and having it listed on the National Register of Historic Places of the United States Department of the Interior.
- Recognized by the American Red Cross for extraordinary service rendered to victims of North Carolina tornadoes and storms May 1989.
- Recognized by the Village of Clemmons for assistance following the tornado of 1998.

*“When Experience Counts”*

*Chris D. Hilton*

Construction Consultant

Commercial/Residential Building Inspection NC1069

1028 Beecher Road Winston-Salem, NC 27104

Tele: (336) 816-7756 Fax: (888) 522-6547

E-Mail: [chris@chrisdhilton.com](mailto:chris@chrisdhilton.com)

# Who To Choose



*Chris D. Hilton*  
**Home Inspector**