

SUBJECT: Cottage to Castle – the next chapter

To our many friends and happy clients,

I have some very sad and frustrating news to share with you today.

As of September 22nd, 2022, Cottage to Castle will no longer perform residential home inspections for buyers of real estate in New Brunswick.

I never thought I would say those words. Not in a million years but this is where we find ourselves.

Cottage to Castle inspectors have performed approximately 8,500 inspections since 2014. That means that **we have helped close to 8,000 clients with their home purchase decision**. I am proud to say that Cottage to Castle made a huge impact on the inspection industry in our area; providing improved customer service experience, working with all parties of the transaction in a helpful manner, top-notch communication, providing information-packed training sessions for local Realtors and creating one of the most detailed home inspection reports available. We are one of the largest home inspection companies in Canada and one of the most third-party reviewed home inspection companies in Canada as well.

So, why are we no longer able to perform home inspections?

Insurance.

That is a one-word answer that deserves a much more detailed explanation, and I will share what I can with you.

There are very few insurance providers in Canada for our industry. I have only found one.

While speaking to my broker this Spring, I was informed that the insurer had made changes to their operations as it relates to home inspectors and that if they had paid out more than 15% of premiums collected in the last 5 years that they will not offer insurance renewals.

I was taken aback by the words that I heard. I had no idea that this was even a possibility. Unfortunately, no alternative policy is available.

Based on the non-renewal of our insurance, I must “retire” from the home inspection industry so that I can maintain insurance coverage for the work that we have done in the past.

I know you are concerned for our employees, as are we. I am very fortunate to have diversified over the years and we are repurposing as many of our employees as possible into our Radon Repair company, however, we are unable to continue to employ all of our existing employees. We thank everyone who has worked at Cottage to Castle now and in the last 8 years for all of their hard work and efforts.

We want to thank every one of our realtor friends and our past clients for all their support over the years. You are the reason that we do what we do every day and that will not change moving forward. Thank you. We look forward to helping you in other areas in the near future.

To read our full story, please check our website www.cottagetocastle.ca

Thank you for listening,
Jeff