SECTION 1
UNDERSTANDING ROOFING

Roofing Overview
The purpose of a roof is to shelter a house from the elements. Its materials and construction are designed as a first line of defense against weather changes and they are responsible for preservation of structural integrity of the house. The roof is a system composed of three components: the roof itself, the ventilation system, and the guttering system. If any one of these fails, the entire roof can fail. So it’s important to pay attention to each aspect.

Goal For Estimating Repairs
When you are walking the property for the first time and estimating repairs your goal is to quickly and accurately determine what condition the roof is in. The roof will either:

• Needs to be completely removed or replaced
• Need another layer of shingles
• Needs to be patched in an area or two
• Needs no work done at all

Identifying Roof Styles
There are many different styles of roofs however the six most common roofing styles will be reviewed in this section. The style of the roof will affect the quote you get from a roofing contract estimating repairs as it will have a significant influence on the quote from the contractor. The steeper the roof and the harder it is to access the more the contractor will have to charge for their services. Also, the higher number of peaks, valleys, and channels a roof has the more the roof will cost to replace or repair.

Gable Roof- A gabled roof is a type of sloped roof in which the two halves of the roof meet to form a peak which tops triangular sections of wall on either end of the home; technically, it is these triangular sections that are known as gables, with the roof being designed around the gables. This is in contrast with a hipped roof, which resembles a simple pyramid plopped onto the top
of a house. Gabled roofs are extremely common, and they come in an assortment of styles. The gabled roof design is very easy to execute in a simple form, and it creates more room in the upper story of a house than a hipped roof.

**Mansard Roof**- This type of roof is made up of four slopes, two on each side of the home. The lower slope is a steeper, more vertical slope than the upper slope. The upper slope may or may not be visible from the ground. This French style of roof allows for additional living space or storage space at the top of the house.

**Gambrel Roof**- This type of roof is very similar to the mansard roof. The core differences are that the gambrel has vertical gable ends and the roof hangs over the facade of the home whereas the Mandrel Roof does not. Additionally this one is Dutch-inspired instead of French.

**Flat Roof**- This type of roof is obviously easy to identify. The benefits of a flat roof include that it's easier to construct, safer if you're going to stand on top of it and generally more accessible. The main drawback is that this type of roof requires more maintenance than other roofs in large part because debris will gather on the roof with nowhere to go.

**Hipped Roof**- This roof is very similar to a pyramid roof. The difference is that instead of coming to a point at the top the four sides meet at a ridge or a flat spot. This is architecturally more practical.
**Shed Roof** - This roof only has one slope or pitch, with only one set of rafters which fall from a higher to a lower wall.

**Identifying Roof Materials**

**Wood Shingles** - Also known as wood shakes, these look great and work well to help keep a house energy efficient, providing more insulation for the attic than most other types of roofing materials. However, wood shingles require a good deal of maintenance, including cleaning, sealing, rot inspections, and shingle replacement. This type of roof is also susceptible to mold, mildew, insect burrowing, and rot.

**Asphalt Shingles** - As the most common type of roof, asphalt is very affordable and comes in a variety of colors. It is also durable, can adapt well to almost any type of climate, and hold up for a lengthy period of time.

**Slate Tiles or Shingles** - A common roof found in older homes, slate offers great protection against fire damage, and is impervious to insects and rotting. They also have a long life span. Because this style of roofing is so heavy, it can require repair to support the weight of the tiles. It’s also important to note that these tiles can break if walked on.
Clay Tiles - This material is popular in warmer climates, such as Arizona, New Mexico, and Southern California. They are impervious to insects, rot, mold, fire, and even time. Similar to slate, this material is also quite heavy. You will most likely need additional roof supports for existing structures. They can also damage quite easily if walked on, and are very expensive. Tile is a very deceiving material for a roof and should most always be further inspected by a professional.

Metal - Sheet metal has been a popular roofing material for ages. It's energy efficient, helping to reflect heat to keep the home cool. It’s also quite durable and can last a very long time. Appropriate insulation will be needed in colder environments. Metal roofs are also one of the most expensive options.
SECTION 2
INSPECTING ROOFING

Four Common Things to Look For

1. Damaged or missing shingles
2. Flashing issues
3. Clogged or damaged vents
4. Decaying, rusting, or damaged gutters

Damaged or missing shingles
The most common roof problem we see is with the field of shingles itself. Any sign of damaged shingles, signs of loss of granulation, or just missing shingles should be cause for concern.

Flashing issues
Metal and vinyl flashing around chimneys, skylights, and attic vents that have separated need to be resealed. However, flashing and vent boots that are beginning to rust or deteriorate should be replaced.

Clogged or damaged vents
Moisture marks, brown, yellow, or grey stains, and peeling paint on walls and/or ceilings could all indicate a damaged, leaking roof.

Decaying, rusting, or damaged gutters
Clogged gutters can easily freeze shut and cause excessive weight on gutter fasteners, ice dam conditions, and slippery walks below. You should also be on the lookout for decay or rust. leaky seams, missing sections of the gutter, or bending and sagging.
SECTION 3

A CLOSER LOOK AT COMMON ISSUES

CURLING, ROTTING, OR MISSING SHINGLES
A visual inspection of your roof can help you spot missing and damaged shingles (damaged shingles might be curled, cracked, or torn). The cause could be from poor installation, age, or inadequate venting. Curling is typically due to moisture and heat being trapped in an attic. Additional heat on the bottom side of shingles can cause them to wear prematurely, fade, and curl. It’s important to have proper ventilation which regulates the intake and outtake of air in the attic and keeps the shingles at an ideal temperature. If this type of damage is localized (i.e., it covers less than 30 percent of the entire roof), roofing repairs might be able to address the problem. More extensive damage might necessitate roof replacement. If you find piles of colored grit from asphalt roof tiles in the gutters, this could be a sign of the age of the roof and tell you that it needs to be replaced.

FLASHING ISSUES
Your roof may have several areas that have “flashing.” These are pieces of metal or other materials used to prevent the seeping water around any intersection of projection in a roof. Without good, tight flashings around chimneys, vents, skylights and wall/roof junctions, water can enter a home or
building and cause damage to walls, ceilings, insulation, and electrical systems. It’s not unusual to see sealant installed when sidewall flashing is missing. Sealant will eventually dry, shrink and crack. Sealant is often used in a lot of different areas on roofs. When you see it, you should replace it with proper flashing. You also want to keep an eye out for any rust spots.

**Headwall Flashing** - Headwall flashing should extend up behind the exterior wall covering and down over the roof-covering material. Flashing should overlap the roof-covering material, but on asphalt shingle roofs, for aesthetic reasons, the part of the headwall flashing that extends down over asphalt shingles is often covered with a course of shingle tabs. Don’t mistake this condition for headwall flashing routed beneath the shingles and call it a defect. Occasionally, you’ll see a roof which has had 90°-sidewall flashing installed as headwall flashing. These don’t bend well to accommodate roofs with steeper pitches, often causing gaps beneath the flashing. Wind-driven rain can enter at these gaps, causing roof leaks.

**Sidewall Flashing** - A sidewall is a junction between a wall and a sloped portion of a roof. Except where walls are brick, the vertical part of the sidewall flashing should extend up behind the exterior wall covering, just like with headwalls. The horizontal part of the flashing will vary, depending on the type of roof-covering material.

**Step Flashing** - Sidewalls on roofs covered with asphalt shingles, wood shingles, shakes and slate should be flashed using step flashing. Step flashing consists of short pieces of flashing, each installed to overlap the shingle in the course below, and to be overlapped by the shingle in the course above. All shingle manufacturers require step flashing at sidewalks for both asphalt, wood and slate. If you see continuous, one-piece flashing used as sidewall flashing with shakes, shingles or slate, it’s a defective installation, no matter how often you see it.

**CLOGGED OR DAMAGED VENTS**
Other than the flashing around a vent, there are other problems that can come into play requiring you to replace or repair. Typically, the problem is nature. Falling branches or even hail can damage or clog them. Also, animals like squirrels like to gnaw on the vents causing them to bend and tear.
DECAYING, RUSTING, OR DAMAGED GUTTERS
If you happen to find minor rust damage, this can easily be scrubbed away using a wire brush. However, some rust can lead to worse problems. Rust corrosion can eat all the way through galvanized steel gutters. In dry weather, it may be difficult to find any damage that might cause leaks, but by watching your gutters work during a rainstorm (or by simply pouring a bucketful of water into the gutter trough) you can spot leaks easily enough. Debris caught under a seam is also evidence that a leak is present or developing.
SECTION 4
USEFUL TOOLS FOR ANALYZING

We’ve listed below the systems, tools, and resources that you will use regularly that correspond to this aspect of the real estate investing business.

**Repair Estimator within Realeflow:**
Inside of our Realeflow system is a tool called the “Repair Estimator.” This helps you easily keep track of all of your repair estimates as you walk through properties.

**Repair Estimator Spreadsheet:**
If you want to keep track of your repair estimates in Excel, we have a tool on the Mastery website called the “Repair Estimator” that you can download and fill out at a property. This tool closely mirrors what is in Realeflow.

**Property Inspection Checklist:**
This Excel document is something you should carry with you at all times when you are estimating repairs on a property. It is a checklist of questions you should ask yourself when you on site estimating the repair cost on a property. This checklist is broken down by section and has a comprehensive list of things you should look for, questions you should ask yourself, until you are more familiar with how to estimate repairs.
**Drip Edge**: The strip of metal extending out beyond the eaves or rakes to prevent rainwater from curling around the shingles back into the wooden portion of the house.

**Eaves**: The lower edge of a roof (often overhanging beyond the edge of the house).

**Eave, Ice, and Snow Guard**: A 3-foot wide rubber membrane adhered to the sheathing at the roof’s edge that attempts to stop migrating water from entering your home during severe ice dams.

**Fascia**: A decorative board extending down from the roof edge either at the eave or at the rake.

**Felt Underlayment**: This underlayment, commonly known as roofing felt. Roofing felt will protect the roof deck from moisture prior to installing the shingles. This underlayment will also provide a degree of backup protection in the event water gets under roofing shingles. Please note that some local building codes and UL standards require that a shingle underlayment be installed. Ask your contractor if this is the case in your area. Also, some manufacturers offer a special underlayment product that prevents leaks caused by water backup from ice dams - a common condition in many winter snow areas.

**Flashing**: Sheet metal or other material used at various planes on a roof to prevent water leakage.

**Frieze Board**: A board at the top of the house's finished wall, forming a corner with the soffit.

**Laced Valley**: A laced valley, or woven valley, is a continuous run of shingles where two sloping roofs meet.

**Plywood Sheathing**: Boards or sheet material that are nailed to the rafters to which shingles or other outside roofing materials are secured.
**Rafter:** Structural wood, usually slanted, to which sheathing is attached.

**Rake:** The slanting edge of a gable roof at the end wall of the house.

**Roof Wall Intersections:** Places where roofs and walls intersect are very common. They’re called headwalls and sidewalls.

**Ridge:** The horizontal line at the top edge of two sloping roof planes.

**Shingle Flashing:** Flashing that is laid in strips under each shingle and bent up at the edge of a chimney or wall.

**Slope (or pitch):** The number of inches of vertical rise in a roof per 12-inches of horizontal distance.

**Soffit:** The area that encloses the underside of that portion of the roof that extends out beyond the sidewalls of the house.

**Square:** One hundred square feet of roof or the amount of roofing material needed to cover 100 square feet when properly applied.

**Valley:** Where two sloping roof sections come together. Shingles in the valley are cut in a “V” direction exposing the valley flashing fabric.

**Valley Flashing:** The metal or fabric in valleys, extending in under the shingles on both sides.
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