

25101 The Old Road • Santa Clarita, CA 91381

Lic. #00906411

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Dear Sellers,

On the subject of the Transfer Disclosure Statement, this form is probably the most volatile piece(s) of paper in any real estate transaction. Please take a few extra minutes to consider each item on its three pages and include anything you can think of, past or present, as it relates to your home and your history with it. If you're unsure whether or not something should be written in, feel free to ask us but the answer is probably *yes*.

One of the reasons we need it to be correct to the best of your knowledge is shown in the following example. Imagine that one day you had a pipe break/leak which you subsequently had fixed. You don't mention this to the buyers because it's ancient history and was fixed. After the buyers move in, a neighbor mentions to them that the house had flooded a couple of years ago. The buyers are concerned that there is possibly still a plumbing leak, a roof leak or something else is compromised as a result and that you & I tried to do a cover-up. If it had been listed and/or explained on the disclosure form, the questions are answered there and then with nothing left for speculation later. No matter how much you loved (or not) you neighbors, they are often ready, willing and able to fill in the new buyers on their perception of life on your old street. These issues include but are *not* limited to: repairs made after the earthquake, acts of violence (in the home or in the neighborhood), deaths, problems with a/c or other appliances, work done with or without permits, ... the list goes on and on in the halls of justice.

My purpose here is neither to scare you nor to devalue your home, but instead to keep us at home, school and at work, not in a court of law.

As always, please give us a call if you have any questions.


Danise Davis

Licensed Realtor since 1988 - DRE# 00983481
Re/Max of Santa Clarita - Tracy Hauser team
25101 The Old Road, Newhall CA 91381
661-284-5033 or danise@tracyteam.com
Fax: 661-284-5031