



Dear Seller,

On the subject of the Property Disclosures, this process is probably the most litigious phase of any real estate transaction. Please take a few extra minutes to consider each item that you're filling out on these papers 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 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 and I tried to do a cover-up. If it had been listed and/or explained on the disclosures forms, the questions are answered there and then, with nothing left for speculation later. Also, this gives them the opportunity to have further inspections, ie mold tests, roof inspection, etc. Better now while they're excited to buy the home than later when they could feel hard done by. Remember, no matter how much you loved (or not) your 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 or fires, 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 work, not in a court of law.

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

Danise Davis

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