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Dalton Wade Real Estate Group Training:

Sellers Property Disclosure

- Listing Agent
- Buyers Agent
- Examples of Items To Be Disclosed

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Sellers Property Disclosure – Listing Agent

- Sellers Property Disclosure is not a required document – Please consult your brokerage as many brokerages require it to be completed
- What is required is that “ALL” Material Defects in Property Be Disclosed To Buyer
- Sellers Property Disclosure – Helps Sellers Disclose Defects in Home To Buyer

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Sellers Property Disclosure – Listing Agent

- If Seller does not live in property or is flipping property this does not excuse them from completing disclosure & certainly does not excuse them from disclosing material defects in property
- Seller disclosure needs to be completed by seller not agent
- Needs to be updated if new events come to light
- Always err on the side of over disclosure
- Be skeptical as a listing agent

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Sellers Property Disclosure – Buyers Agent

- As part of offer – review Sellers Property Disclosure with your client
- If no disclosure on MLS ask listing agent for it
- If listing agent does not provide it ask if it can be completed by seller
- If it is not provided or it is not filled out or it is lined out – Be skeptical
- Ensure you are working with a strong home inspector

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Sellers Property Disclosure – Examples of Disclosure

- Washer/Dryer Hookup
- Rodent Issue
- Screened Lanai
- Drainage
- Permits

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Sellers Property Disclosure – Summary

- Err on the side of over disclosure
- As Listing Agent – Ask yourself if buyer finds out about issue subsequently, are they unhappy – then disclose
- Seller does not want to disclose – Consult Your Broker
- Buyer Agent – Be Skeptical



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\$79/Month - \$79/Transaction