

Care Package for Selling Your Home

I've put together this care package which should give you valuable advice as well as some logistical support in the form of contracts, forms, disclosures and other paperwork you will need to navigate with your buyer. You may be asking why I'm helping you in this way. My philosophy is to help people. Any time I do so, I build my reputation as a Realtor with integrity and know-how. In the event that you decide to utilize the services of a Realtor, I hope you would consider speaking with me in consideration for the job. I wish you the best of luck in your sale. If you have questions about anything please feel free to call or text.

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PS- If you'd like to receive a Home Loan Toolkit (this can help buyers to get qualified to obtain a mortgage) send me an email at Brandon@RasmussenHomesNJ.com.

Best,

Brandon Rasmussen



Looking for a home?
Get my home search app
by texting [kwvg1v6f](tel:kwvg1v6f) to
87778



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Each Office Is Independently Owned and Operated

A Note on Buyer Agency

As a For Sale By Owner, I can understand wanting to save money on commissions. But if you will be buying another home, did you know that it costs you nothing to use an agent as a buyer?

As a buyer, you get a fantastic service ultimately for free since the seller is the one who pays the commissions. Let's set up a time for you to come into the office (we are located right next to Princeton Marketfair), and I'll give you an overview of using me as a buyer agent. Some of these benefits are:

1. Negotiation
 - a. Inclusions/ Exclusions
 - b. Price
2. Data driven analysis to make sure your offer
 - a. Does not low ball
 - b. Does not overpay
3. First access to some properties before they come on the market
4. Team of allied resources that will make the process smoother
 - a. Title company and lender recommendations
5. Educate you on all the costs of buying a home, beyond the offer price
6. Reduction of stress: I'll make the appointments so you don't have to
7. Fiduciary responsibility
 - a. I'm committed to your best interests and getting you the best possible outcome

To set up an appointment and begin the search for your dream home, call or text me at 609.651.5167 or email me at brandon@rasmussenhomesnj.com



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5 reasons your home hasn't sold- In memes!

1. Your home is overpriced



Probably the most common offender. You might be thinking when you start out: I can realistically get “x” for my house but maybe there’s someone out there that will pay X+20,000! This is wishful thinking. You may think “well there’s no harm in trying it out for a while and if no one bites we can lower it.” Well, I’m here to tell you why that’s wrong. While it is certainly your prerogative to price your home however you’d like, keep in mind that homes which go on the market overpriced are likely to sell slower even after price reductions. When a buyer sees that your home was lowered 20000 over the course of two months, their mindset is “there must be something wrong with that house.” It’s kind of like being picked last for kickball. Once everyone sees you as the kid who gets picked last, it’s very hard to break that label. After price reductions and time on the market, people no longer see the house as a great home at a fair price, but rather, they see it as “the home that no one wanted,” therefore, “I don’t want it either.” So, before you’re tempted to squeeze every last penny out of your house, consider the psychological impact an overpriced home may have on buyers out there. A good rule of thumb is to realistically determine what you would pay for your home if you had to buy it again. Try to put yourselves in the buyer’s shoes. Chances are, the buyer is in the opposite frame of mind. You may be thinking as a seller, “let me see what sucker will buy my house 20k over what it’s worth,” while the buyer is thinking “let me low ball an offer toward a desperate seller.” In fact, if the buyer sees that your house is on the market for several months because it was overpriced, he or she may think that they are entitled to a low ball offer because now you look desperate. And there’s a good chance you might be at this point, or at least highly impatient. The alternative is to come out the gate with a fair price that is based on comparable homes sold in your area. In the best case scenario, you’ll have multiple interested buyers who view your property with the “I need to get it because everyone wants it,” mentality. And then you may have multiple offers from which to choose. Some may even be over asking price if they think there’s a chance of losing it.

2. Your Realtor hasn't utilized contemporary marketing vehicles



The MLS is not internet marketing. Zillow, Trulia and Realtor.com are a step in the right direction, but more could be done. Here at Rasmussen Homes we utilize all of the above as well as a social media marketing campaign optimized for Google search. Furthermore, we use professional photography and video walkthroughs of every home. These facets of home marketing are data driven methods proven to sell homes quicker and for more money. Make sure you are using all tools at your disposal to reach your audience. Not every buyer is going to show up to an open house. Some buyers will only go to open houses after selecting a few that catch their eye on the internet. So, if your pictures are average (ours are not) no one is going to come see it in person. And better yet, if you have a video, the lazy buyer whose only day off is Sunday has already seen your home from their couch and have the luxury of showing the video to their friends and family who will talk up your awesome home about how awesome it is. Buyers want instant information and instant gratification. Play their game and you'll reach your goals quicker. It's a pretty smart strategy in today's world of instant information if you ask me. You never get a second chance at a first impression, so make sure you succeed out the gate!

3. Your description is not honest:



What's more appealing to you: A *meh* house that is described as "immaculate," or a *meh* house that is described as "solid bones with great potential." Believe it or not, buyers are not morons. Calling a house "immaculate" that clearly is not immaculate in the photos does not convince anyone. In fact, it probably makes them question everything else you've said about the home and potentially even what you're not saying about it (such as concealing a flaw or defect). Using hyperbolic or overused words like "immaculate," "stunning" and "motivated seller" statistically prolong the sale of a home by up to 10%. Also, and this hopefully is needless to say, but do not use an agent that is going to use improper grammar or WRITE IN ALL CAPS in the description. Not only is it tacky, but a buyer is going to wonder why you are yelling the word "immaculate" at them. I immediately don't trust a Realtor when they write in all caps, or don't know the proper usage of words like "your/you're" or "there/their/they're." You're paying a Realtor to market your home. No marketing agency will ever put out copy with improper usage, and neither should your Realtor. Their improper grammar will reflect poorly upon the sale of your home and your intelligence as a person.

4. Location, location, location-



Here's the solution: pick your house up and move it somewhere more desirable. Don't you wish it could be that simple? You may have updated your whole house to look like something out of a magazine, and that will surely increase the sale price, however, there is a realistic cap upon which that home will sell based on your location. Schools, amenities, taxes, accessibility and the like are items that are out of your control. They nonetheless are going to have the number one impact on the sale of your home. So keep that in mind and be realistic about how location impacts the listing and selling price of your home.

5. Staging



Staging is important not only for walkthroughs and open houses but for photos and videos you'll use in your online marketing campaign. Repainting in neutral colors, pre-packing and de-personalizing your space can make or break your home to a buyer. You might be thinking to yourself, "You mean buyers don't like my lime green walls and billboard commandment of 'live laugh love' streaked across my living room wall?" The answer is no. And no one wants to see your dirty razor on the bathroom counter either. Staging is hugely important.

6. You're emotionally attached-

This is one of the reasons you hire a Realtor to sell your house. Maybe you think your home which has been passed down for five generations really is worth 2 million dollars. And to you maybe it is. It may even be priceless. But unfortunately, your emotional attachment doesn't equate to dollar signs on your home. Approach the sale from an objective, non emotional standpoint based on comparable sales. Fortunately, Realtors are there to do this for you and should be able to talk you down from your overly attached metaphorical ledge. Buyers don't have the memories you have of Johnny learning to ride a bicycle, or Susie learning how to pogo stick, or that time at dinner you laughed so hard you peed your pants (take the table and chairs with you.) Like I said, Realtors should make this plain enough so make sure to use one.

7. Finally, we have just plain luck-



Sometimes all the right pieces are in place and you just have to stick it out. It may be that you aren't doing anything wrong and it's simply because the right buyer hasn't come along yet. Different regions of the country sell better at different times of the year. That might be worth looking into if your home hasn't sold yet. A tactic that may work if your home has been on the market for a long time is to take it down, wait a week or two and relist it. There's a certain amount of energy and buzz that comes with a new listing. You may find that you just listed at a bad time originally and this may solve your problem. Or, nobody wants your house and you'll live there forever.

I hope you found this article useful. Share it with your friends, family and your dog.

LOG
CONTACT

6 TIPS FOR STAGING YOUR HOME

Six essential staging tips for selling your home

**THIS IS A 5 MINUTE READ, LISTING A FEW SIMPLE THINGS YOU CAN DO
TO STAGE YOUR HOME FOR MAXIMUM BUYER INTEREST.**

1. De-personalize your home.

I have a funny story about this one. A few years ago, back before I knew anything about interior design, I asked my mom and sister to decorate some of my first apartment. One of the things they put up was a stick-on phrase in my bathroom wall: “relax, refresh and renew.” Being a 24 year old bachelor, I found it especially fitting (sarcasm.) Every time I stepped into my bathroom I felt emasculated by the domineering cursive commands commandeering my wall (how’s that alliteration?). In selling your home, you want to avoid any words on walls. A common one is to put up words like “love” or “family,” or “live, laugh, love,” etc. While these commands are universally appealing in a sense, they are a problem in a few ways

No one likes being told what to do. I don’t walk up to a girl I like and yell “love me.” People like feeling love, but a giant bold command on the living room wall instructing you to do so is off-putting to prospective buyers.

When people shop for homes, it’s like trying on a pair of jeans at a clothing store.

The jeans have to be nice, but what’s more important is that you feel good about yourself wearing them. They might arguably be the best jeans money can buy, but if they don’t fit why would you buy them? Same thing goes for buying a home. The person has to be able envision living in the home. It may be hard for the young newly-weds to imagine starting their own family in your house when you have pictures of your own kids hanging on the wall with the words “live laugh love” underneath. It’s just too personal. It’d be like if you were trying on a pair of jeans and someone came up and was like “Oh I just tried those on. I think they looked nicer on me.” A little off-putting, even if you liked those jeans.

2. They just hate us 'cause they paint us.

If you decide to repaint, use a neutral color! You might be thinking, “do I need to repaint?” Well good sir, if you have to ask then you probably should. Your 5th grade son might love the Spongebob-yellow walls in his bedroom. But maybe the perspective buyer doesn't have kids and was planning to turn an extra bedroom into an office. It'll probably be hard to picture for that buyer if all they can think of when looking at that room is “who lives in a pineapple under the sea?” Also, even if the color isn't obnoxious like that example, consider going neutral over your currently colored walls. You may love baby blue, but I know there are many young buyers that equate baby blue designs of the 80s. Maybe the red on your walls isn't going to appeal to the perspective buyer that is a former matador with PTSD. A fresh coat of a soft earthy gray, or greige (gray + beige) will go very far in making your home palatable to the masses, and allow their imagination to work with what is in front of them. I sound dreary, but avoid bold colors in general, even on accent walls.

3. Pre-pack.

I have news for you. You are going to have to pack at some point. Why not do most of it now?

This costs you no money and has a huge impact on appeal. Remove and or pack as much as you can. Throw it in your basement, attic, a friend's house, etc. until you're ready to move. I guarantee that the more you pack away, the larger, cleaner and more inviting your space will appear to perspective buyers.

4. Bathrooms and kitchens.

You may have heard that bathrooms and kitchens sell homes. I guess it's because people love to eat and as a result have to use the bathroom.

When it comes to your kitchen, clear away as many appliances as possible. You want negative space. Negative space is beautiful in interior design. If you are handy and want to go the extra mile, install a simple backsplash. If the design is congruent with your space, a white subway tile backslash is cheap, modern and non-alienating to young buyers that tend to avoid browns and bold color. Painting cabinets is a huge job that I don't recommend trying to squeeze in unless you have a lot of time, energy and know how. Something simple you can do however is purchase brushed nickel hardware. You can get great hardware from Amazon for a third of the price compared to Home Depot or Lowes. Installation is easy peasy with a template like this one: ([template](#)). When it comes to bathrooms, there are two things to remember: clean it thoroughly (no grime in your tile. Get in there with CLR and a toothbrush if need be), and put your toiletries out of site. Throw them in your vanity or somewhere no one can see them. Toiletries are both unappealing and alienate buyers by being personal. Put out clean white towels on towel racks, make it smell nice and don't poop before a walkthrough.

5. Make the space look larger.

There are a few things you can do here: The easiest is to make sure all drapes and curtains are pulled open so the room is flooded with as much light as possible. I'm a light freak. I bought my first home with based on how much light it gets and I haven't regretted it. It's really important to some people so don't underestimate this tactic. Consider mounting your drapes higher on the wall. This makes the ceiling look higher and the room larger. And of course, the less stuff you have, the bigger the house is going to feel, so pre-pack!

6. Consider updating your home:

Updating your home is not for the faint of heart. If you do it yourself it takes a lot of time, energy and stress. If you hire someone it can be very costly and still take some time. Consider however that when you update your home you will get your money back and then some. Updating a kitchen and bathroom will give you the most return on your investment. Make sure however that you do not spend money on updating these rooms only to have a design that is unappealing. It's a sad story when I see someone spend a lot of money on redoing a bathroom or kitchen and the design is outdated.

Just because something is new doesn't mean it is going to look new to a buyer.

And sadly, many contractors are stuck in the 80s and 90s and just don't understand what a good kitchen and bathroom looks like in the year 2015. Clean lines and neutral colors will appeal to the masses. Stay away from brown cabinets, brown countertops and pretty much anything brown. Brown was in during the 90s. Guess what it will look like if you go brown? Probably about 15 years old. Pinterest, Houzz and HGTV are great ways to find modern designs that sell. Gray, white and neutral colors are in at the moment. Another thing to consider: do you have carpet? Is there a wood floor under the carpet? If so, you're sitting on gold mine. Okay not really a gold mine, but it's a no-brainer to rip that sucker up and buff that floor. The 80s and 90s were a very strange time. Why would anyone put a nasty carpet over that gorgeous floor!? Time for you to benefit from someone else's (or your own) silly 80s antics. Hardwood floors are in.

5 Things to know before you sell your house yourself

By [Ellen Yan \(http://www.forsalebyowner.com/real-estate-help/byline/ellen-yan/\)](http://www.forsalebyowner.com/real-estate-help/byline/ellen-yan/), [Newsday \(http://www.forsalebyowner.com/real-estate-help/byline/newsday/\)](http://www.forsalebyowner.com/real-estate-help/byline/newsday/)



Selling a home without an agent isn't for everyone – it takes more than just planting for-sale signs in the neighborhood.

“Most sellers throw in the towel after 30 to 45 days,” says Michael Kloian, author of “Sell It by Owner and Save” (H-2 Press, \$17.95). “They just don't know what they don't know.”

In the past four years, about 28 percent of buyers and sellers have gone into the real estate market with limited or no help from agents, says Steve Murray, editor of REAL Trends, a publication that does research for the residential brokerage industry. About half the owners selling their own homes succeeded, with the rest going to full-service agents or businesses that offered limited help but charged flat-fee and discount rates, he says.

In fact, according to the National Association of Realtors, 5 percent of all home sellers try to sell their homes on their own and end up turning to a real estate agent.

“They need to understand ... they are doing the listing agent's job,” says Westchester-based broker Michele Barnette, who bought Century 21's New York c21clickit.com franchise, which offers a flat-fee service that allows people selling on their own to be placed in the Multiple Listing Service. “They are making the appointments, they are doing the follow-up, they negotiate themselves.”

Sellers, agents and Web site operators say understanding some key points might make the difference between waiting for the doorbell to ring and needing an organizer to keep track of potential buyers:

Be prepared to work hard

Madeleine Gagatch doesn't leave home without it – a stack of for-sale fliers that plug her Kings Park home of 35 years.

The North Carolina-bound waitress has her eye out for any public bulletin board in a five-mile vicinity of her home, whether it's a supermarket or a medical center. “I'm making this a little job for myself,” says Gagatch, 60, who's asking \$489,000 for her five-bedroom high ranch.

Nowadays, with heaps of homes stacked up in a sluggish market, sellers must devise marketing plans the way businesses do – especially if they don't have

Multiple Listing Service's outreach. Some sacrifice Fri-day nights to plant scores of for-sale signs. Others go to stores they patronize regularly and ask about leaving brochures.

David Levine's 32tiffanyway.com looks basic, but it does the job of showing off his three-bedroom town house in Nesconset, including 17 photos and details such as a three-car-length driveway.

Since September, when he put the house on the market, the site has logged about 800 hits, and after lookers weed themselves out, Levine averages about five to seven showings a week at his home, which will go for the best offer above \$550,000.

“I just wanted to get information out there and minimize my wasted time,” says Levine, 36, an insurance broker who built his first-ever site with Microsoft's Front Page software.

The savvy get into the trenches of selling, like Plainview contractor Richard Agrillo, 57, who has given out scores of fliers in public places such as The Home Depot.

“In heavy traffic areas, they go fast,” says Agrillo, who rebuilt a three-bedroom Colonial in Farmingdale and wants \$585,999.

Realize it's not going to be cheap

Levine hasn't seen a penny from his house yet, but he's already spent at least \$2,100.

He paid \$300 to get on MLS, \$1,500 for news-paper ads and \$300 for 100 corrugated, plastic for-sale signs – a better deal than 50 signs, especially if any get stolen or confiscated.

That up-front spending was a little unexpected, but Levine saw the advantages, especially when he got more calls than did neighbors trying to sell their town homes.

"If you're not spending at least \$1,000, you're not serious enough to get it sold," he says. "Be prepared to understand that going in and not expect that you're going to prepare little fliers and get it sold."

All this spending may sound counter to the point of by-owner sales, but not paying to get the word out could lead to losses in time and money when the house stays on the market.

It may also help to hire a real estate attorney before putting the house on the market. Some attorneys will help explain real estate jargon and prepare the seller for what's needed.

Ira Kaplan of Old Bethpage says real estate attorneys like himself can be sounding boards for potential buyers' demands, from putting carpet over wood floors to setting up an escrow account.

"They have to be aware that people are going to nitpick and look for problems," Kaplan says.

Price is right

Knowing buyers had the pick of houses in Sayville, Steve Anglim says last spring he ignored agents' suggested \$515,000 price for his three-bedroom ranch and instead decided to ask \$465,000. But when he dropped that to \$419,000 in August, Sunday open-house attendance doubled to about five couples.

"Then I was getting questions and interested looks," says Anglim, 70, a retired Long Island Rail Road manager who is moving to Florida.

When cable TV marketing consultant Brad Mintz was selling his duplex in Holtsville, he subtracted the expected 5 percent agent's commission from the market value of his home. "If I tried to get top dollar for my house, I could still be sitting there waiting for somebody to meet my price," says Mintz, 32, who sold for \$330,000 and moved last month to North Carolina.

Pricing needs to reflect many variables, including school district, and negatives such as an old roof, sellers and agents say.

"It's the hardest part," says Colby Sambrotto, chief operations officer of forsalebyowner.com, which is owned by Tribune Interactive, a subsidiary of Newsday's parent company, Tribune Co.

Experts suggest going to competitors' open houses, looking at ads and talking to agents. Sambrotto says several real estate sites, including zillow.com, give free or inexpensive but very general appraisals, which take into account facts like recent sales in the neighborhood and the number of bedrooms.

Real estate author Michael Kloian says a certified appraisal, which generally costs a few hundred dollars, can help smooth price negotiations. Unlike most free and online valuations, a certified appraiser will inspect for damage and "functional obsolescence," such as tiny closets.

Have a plan for the agents

Last summer, when Mintz put his home on the market and wrote "no agents" on his Craig's List blurb, one called to say he had a potential buyer for the Holtsville town house. "I have to see it first," Mintz recalls the agent saying.

But when Mintz insisted the buyer come along, neither the agent nor the buyer visited. Mintz says he got the sense that the agent just wanted to get in the door to pitch him to sign up for his services.

Do-it-yourselfers should expect agents to contact them – sometimes many agents – ready with sales pitches on why they can do the job better. There are stories of agents who won't identify themselves right away or pose as buyers just to see a house.

Michael T. Malkasian, president of Atlanta-based FSBO.com, one of the three biggest Web operators to assist homeowners selling on their own, knows of businesses that go to sites such as his, copy listings and sell “hot sheets” of homes to real estate offices.

“There’s really no way I can protect people from that,” Malkasian says. “It’s pretty much public knowledge once you’re on the Web site.” But when agents call, it can be opportunity knocking. Handy for advice, they can also give free market values of the home and “comps,” or prices of comparable houses recently sold and listed in the neighborhood.

The hope is for payback when the homeowner can’t take selling anymore, says Dawn Noak, who drops off pitch letters to self-sellers as an agent with Berry Hills Associate in Commack: “By you doing them that favor ... they might be inclined to call you.”

Asking agents for advice is a good way to find out who you like. After all, you may tire of selling on your own.

You might pay anyway

Carlis Thompson, a retired prison warden from Medford, paid \$899 to an online business to put his Baldwin property on several Web sites and publications, but he was a little surprised when it came to getting on the Multiple Listing Service of Long Island as part of the package.

He was told a real estate agent would call him – only agents can put listings on MLS. Plus, he’d have to sign an agreement on the commission that he’d pay the buyer’s agent, if there was one. “You determine the percentage,” he says he was told.

Most Web sites suggest 2 percent, and while specifying something like 0.5 percent is tempting, Thompson and others say low commissions won’t be worth agents’ time.

“If you do that . . . they’re not going to push your house,” Thompson says.

There are dozens of for-owner sites with free advice, including ones set up by real estate companies eager to get a piece of this growing trend. These online businesses sell a variety of services in different packages – including yard signs, generic contracts, MLS listings and virtual tours – sometimes for very different prices.

Malkasian suggests avoiding services that have time limits on how long the listings stay up. After all, it doesn’t take much for the site to keep a listing online until the house sells.

via Newsday

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Mortgage Lenders

1. Wells fargo- Michael clark, Cell [908-670-0836](tel:908-670-0836), Michael.Clark3@wellsfargo.com
2. Yvonne Fish – Grand bank: <tel:609.269.1635>, yfish@grandbk.com
3. Amy Procaccino, Gateway Funding- [609-439-6188](tel:609-439-6188), aprocaccino@financeofamerica.com

Inspection

1. Shamrock Home Inspection, 609-588-5558
2. Sure Home Inspection, 908-788-6733
3. Pillar to Post- 609-890-9300

General Contractors

1. Denarski Builders, 609.896.2271
2. ZL Construction, 609.334.4813
3. Creative Custom Construction, 609.977.2271

Home Warranty

1. AHS- American Home Warranty, 800-776-4663

Home Insurance

1. Allstate- 609-924-1484

Attorney

1. Dan Murphy, dmm@murphylegalservices.com, 908-797-2207
2. Irene Clopton, iclopton@aol.com, 609-586-3200
3. Mary Ann Pidgeon, mpidgeon@pidgeonlaw.com, 609-520-1010

Appraiser

1. Tight & Right Valuations, Cardwell Thaxton, 908.456.1593
2. Ray Underhill, 609.203.1194

Title Company

1. Core Title,

Cleaning

1. Vanguard Cleaning, Jim Gindele, 856.231.1200
2. Inna's Cleaning Service, Inna Tinney, 609.278.9903

Carpet and floor

1. The Carpet Man, Dan Galvano, 609.896.9511
2. Worldwide Carpet and Flooring, 609.530.9600

Surveyor

1. Frank Klapinski, 609-737-9356

Electrician

1. Rich Szymanski- 609-731-3495 *handyman, electrician, minor plumbing*

Handyman

1. Heights Home Improvement: Gary, (609) 448-0253

Locksmith

1. Caola and Company- 609-890-7331
2. B and J Lock and Safe- 609-393-5429

Appliance Installation

1. Accurate –Jack Wood, 609-631-8300

Heating and Cooling LLC

1. Burrows and Son, Heating and Cooling, LLC- Nick Burrows, 609.587.4588

Roofing

1. Mill roofing- Doug, <http://www.millroofing.com/>, 609-896-0371

Stager

1. Amed Din ADIN450SL@YAHOO.COM [215-459-4832](tel:215-459-4832)
2. Havorsen-Smith, Diane designs2sell@gmail.com [609-707-9135](tel:609-707-9135)



PROPERTY CONDITION CHECKLIST

Prepared for: _____

Property Address: _____

Acceptable	Needs Attention	Not Applicable	<p>PLEASE NOTE: This report has not been prepared by a licensed home inspector, and represents only the experienced opinion of your agent. If you are considering purchasing this property, you are strongly advised to have a complete inspection performed by those licensed for that service.</p>
			EXTERIOR:
			First look at the house from across the street, then do a closer walk-around.
			ROOF –
			How many layers?
			Examine general condition: broken or missing shingles, patching, flashing
			Examine chimney: general condition, straightness, brick pointing, cap
			GUTTERS/DOWNSPOUTS –
			Look for sagging, any missing attaching brackets or spikes
			Look for signs of buildup or blockage – have cleaned if needed
			Look for signs of flow problems – indications of water pooling at bottom of downspouts – water should be directed/delivered as far as possible away from the dwelling
			GENERAL GRADING –
			Grading all around the house must facilitate moving water away from dwelling
			WALKWAYS / DRIVEWAY / CURBS –
			Look for unusual cracking or heaving – trip hazards
			Look for concrete deterioration – curbs and driveway aprons
			LANDSCAPING –
			Examine general condition of shrubbery – should be as uniform as possible, not overgrown, not touching the dwelling
			WINDOWS / DOORS / GENERAL TRIM –
			Examine general condition – Look for rot, peeling paint, insect damage, glazing putty around the panes and caulking around the edges
			Give special attention to the main entryway, as it's a major part of one's first impression

Acceptable	Needs Attention	Not Applicable	PLEASE NOTE: This report has not been prepared by a licensed home inspector, and represents only the experienced opinion of your agent. If you are considering purchasing this property, you are strongly advised to have a complete inspection performed by those licensed for that service.
			SYSTEMS:
			HEAT / AIR CONDITIONING / THERMOSTAT(S) –
			To the degree possible, make sure all of these work.
			Make sure systems respond to commands from the thermostat(s)
			Look, listen, and smell – note any unusual odors, noises, and signs of deterioration (like rust) – recommend servicing to assure proper operation and efficiency.
			ELECTRICAL –
			Fuses or circuit breakers? Many municipalities will <u>require</u> that old-style fuse panels be replaced by updated circuit breakers.
			Examine breaker panel. There should be no open spaces (i.e., spaces that do not contain breakers should have metal or plastic blanks, and not just be open), all breakers should be labeled as to the circuits they control. If you can tell from looking at the breakers that they were made by anyone other than the manufacturer of the panel, note that there may be a warranty (and therefore insurance) issue.
			GFCI outlets are required in all locations within 6 feet of water (kitchen, baths, laundry areas). Make sure present and properly functioning. Use a simple tester to check them.
			If you're comfortable doing so, check the polarity of all accessible outlets.
			If you encounter any electrical issues, advise that they be professionally repaired.
			WATER / SEWERAGE / GENERAL PLUMBING –
			Public or private? Know what municipal requirements are. State law requires that well water and septic systems be properly tested, so it's often better to do that proactively.
			Check general rate of flow of water – look for satisfactory pressure.
			Examine all visible plumbing, looking for leaks
			Ask if there is ever any standing water in the yard more than 8 hours after a rainstorm (if the property is serviced by a septic system, this can indicate poor percolation)
			SAFETY –
			Smoke detectors on all living levels and basement.
			Carbon monoxide detectors in each sleeping area.
			ROOMS:
			KITCHEN –
			Counters – are they clean and clear of anything unnecessary? Examine seams for dirt buildup and deterioration.
			Check the sink(s) for signs of leaks (look underneath, and make sure that area is accessible). Look for dirt buildup around edges.
			Look for dirt/grease buildup in all work areas, especially adjacent to the stove, at the junction of cabinetry and floors, and at the junction of counters and backsplash
			The refrigerator should be uncluttered and cleaned.
			The oven should be cleaned and not used as an extra storage cabinet.

Acceptable	Needs Attention	Not Applicable	PLEASE NOTE: This report has not been prepared by a licensed home inspector, and represents only the experienced opinion of your agent. If you are considering purchasing this property, you are strongly advised to have a complete inspection performed by those licensed for that service.
			BATHROOMS –
			Check sinks for leaks and chipping of porcelain in sinks/tubs/showers – potential violations in many municipalities – and signs of rust in drains.
			Check for any dripping faucets.
			Check toilets – do they flush properly? Listen for water running problems – “jiggle the handle” isn’t good for a home on the market.
			Are toilets tight against the floor; toilet seats tight, properly aligned, and <u>clean</u> ?
			Examine grout/caulking, especially along wall/tub & tub/floor junctions. Repair as needed. Open seams admit water, resulting in a potential mold problem.
			Tile surfaces should be clean and free of soap scum buildup.
			Watch for paint peeling at top of tub/shower surrounds – sign of improper ventilation.
			Exhaust fans – best if on switches independent of the lights. Do they operate? Do they make excess noise? They are required if the bathroom does not have a window, and optional if it does.
			ALL ROOMS –
			Examine general condition of paint and other surface finishes.
			Eliminate as much clutter as possible.
			Put away family photographs and portraiture.
			Give rooms as much vertical orientation as possible.
			Eliminate/neutralize odors as much as possible (apple pie = good; cat litter = bad; NO SMOKING while a house is on the market)
			BASEMENT –
			Look for signs of water penetration.
			Look for signs of mold – remember, there are over 30,000 species of mold, but you can count the harmful ones on your fingers – they all need darkness and dampness, and none can stand bleach.
			Eliminate as much clutter as possible.
			Clear access to any windows, and make sure they’re cleaned inside and out.
			Examine along the sill plate for signs of water penetration and insect infestation.
			Examine the floor and walls, looking for any signs of excess cracking or bulging.
			ATTIC –
			Is there easy attic access? Hatchway? Stairway?
			Is the attic floored, and this useable for storage?
			Eliminate as much clutter as possible.

Prepared by: _____

Date: _____

Acceptable	Needs Attention	Not Applicable	PLEASE NOTE: This report has not been prepared by a licensed home inspector, and represents only the experienced opinion of your agent. If you are considering purchasing this property, you are strongly advised to have a complete inspection performed by those licensed for that service.
			MASONRY –
			If brickwork exists, look for problems with pointing and brick decomposition
			For every chimney, look for straightness and problems with pointing and decomposition
			For every chimney, is there a cap?
			JOINTS / SIDING –
			Examine all joints between the dwelling and any surrounding items, such as patios, porches, walks. If these joints exist, look for signs of separation and/or water penetration. Joints must be caulked as needed.
			Examine all siding – Look for missing or loose sections, and make sure no wood siding is in contact with the ground (increased risk of insect infestation & water rot)
			<u>INTERIOR:</u>
			Throughout the house, use your eyes, ears, and nose to check for potential problems.
			<u>GENERAL ITEMS:</u>
			WINDOWS –
			Look for signs of ruptured seals, problems with glazing and caulking, and clogged weep holes
			Make sure all windows open and close properly, and stay open as needed
			Make sure all window locks engage and provide proper protection
			Are screens available for all windows?
			Examine condition of trim – peeling paint in an older home can indicate a potential lead-based paint issue
			DOORS –
			Examine general condition of fit and finish.
			Make sure all doors open and close properly.
			Check deadbolts on exterior doors – must be thumb-latch type instead of key type
			Check locks on interior doors – must have emergency access holes and keys
			STAIRWAYS –
			Make sure free of obstructions.
			Handrails needed on any stairs containing three or more steps.
			Railing systems must be sound and not wobbly
			Joints of steps are a frequent dirt/dust/pet hair collector.

Home Staging Check List

When you get ready to place a home on the market for sale it becomes a product. And just like any product on the shelves at your local store it has features and benefits, pluses and minuses. And there are other products to compete with. To gain an edge in your marketplace you must be priced right and look better than the competition.

When you sell your home you're going to have to move. When you move you're going to have to pack. Most of the principles of staging just mean you're going to have to pack up some of your things early. It's a little bit of work but you're going to have to do it anyway. So do it now so you can get top dollar for your property in your marketplace.

Things to Keep In Mind:

- ✓ Buyer's only know what they see, not how it's going to be.
- ✓ You can't sell it if you can't see it.
- ✓ You can't sell it if you can smell it.
- ✓ The way you live in your home and the way you market and sell your house are two different things.

GENERAL COMMENTS:

- In every room, stand in the doorway and look at the room through the eyes of a buyer. What do you see? Be tough on yourself: What can you do without while your home is on the market?
- Most carpets need to be cleaned. Have them professionally cleaned before coming on the market. If they need to be replaced you should replace them unless you don't want to ask top dollar.
- Check all light fixtures. Are they working properly? Replace all burned out light bulbs. Look for dark hallways and corners and increase the wattage of bulbs in those areas.
- Make sure there are lamps with adequate bulbs in dark corners and turned on for showings.
- Repair and repaint cracks on all walls and ceilings.
- Repair or replace broken light switches and switch plates. Clean any dirty areas around them.
- Keep all curtains and blinds open during the day to let in all light and views. The extra cost of heating or air conditioning is a necessary cost of selling.
- Pack up all valuables to protect them. If necessary, take them to a safe deposit box.
- Take a hard look at those beloved house plants. In most cases they need to be pruned and/or the number of plants reduced to create more space. If plants don't look healthy and are barely clinging to life give them away.
- Fireplaces need to be cleaned out. Glass doors should be cleaned. Mantels and hearths need to be cleared off except for a very few necessary items.
- To create more space you may want to remove some furnishings.

- Pack up all collections (you need to pack them sooner or later anyway). They distract buyers from the desired focal point...your home.
- Reduce the number of books on bookshelves. Pack up the books early!
- Reduce the number of family photos on shelves, pianos and tables.
- Reduce the number of wall hung photos and paintings in every room to one large piece on a wall or a small group of three. Make sure they are hung at eye level. Most people hang their pictures too high.
- Be sensitive to odors because buyers are!
- Wash all windows inside and out and make sure they operate freely.
- Repair items that are broken. This will show that your home is well taken care of. In most cases, buyers will ask for them to be repaired anyway, so do it now.
- Rearrange furnishings or move furnishings from room to room as needed to create more space.
- In general, pack up the little things. Little things create clutter and they need to be packed up anyway, so pack them up now.

INSIDE:

Living Room, Family Room, Den:

- Clear off all coffee tables and end tables. Keep decorative objects on the furniture restricted to groups of 1, 3, or 5 items.
- Remove all ashtrays.

Dining Room:

- Clear off dining table except for one nice centerpiece.
- Remove extra leaves from tables to make the room look bigger.
- Remove extra chairs from table if they crowd the table or fill up corners of the room. Four or six chairs are enough.

Kitchen:

- Clear all unnecessary objects from the kitchen countertops leaving only a very few items you use on a daily basis.
- Clear refrigerators of magnets, pictures, messages, etc.
- Clean tile grout with bleach if needed.
- Repair broken tile or loose corners on Formica counters.
- Clean the stovetop and oven. Replace burner pans if they are badly stained. Clean all exhaust fans, filters and hoods.
- Keep the kitchen sink clean and empty on a daily basis.
- Keep all soaps, sponges and cleaning supplies out of sight under the sink.

- Empty the garbage regularly to reduce odors.
- Move cat and dog dishes so they don't interfere with the buyer's walk around the room.

Bedrooms:

- Make beds daily.
- Invest in a new bedspread if necessary.
- Clear off bedside tables, dressers, etc. except for a very few necessary items.
- Store extra books and magazines underneath the bed.
- Keep closet doors closed. If you have a walk-in closet keep the floor clean and free of laundry and clutter.
- Remove all posters tacked on walls and repair holes in walls.

Laundry Rooms:

- Put soaps and supplies in cupboards.
- Keep counters and sink clean and empty.
- Make sure that light bulbs are working and have adequate wattage. Most laundry rooms are too dark.

Bathrooms:

- Clear off all surfaces. Put toiletries in drawers or cabinets and only keep a few necessary items out in baskets or a tray.
- Make sure you have a bottle of hand soap or a clean bar of soap.
- Coordinate towels in one or two colors. Fold in thirds on towel racks daily. Purchase new towels if you need to.
- Clear all items out of shower stalls and tubs except for necessities.
- Clean or replace the shower curtain.
- Repair any cracking or peeling areas and clean any moldy areas. Paint if necessary.
- Many tubs and showers need a fresh new bead of silicone caulking around the edges to make them look neat and clean.
- Take all cloth toilet lid covers off and keep toilet lids closed.
- Hide garbage can and cleaning supplies out of sight.

Closets:

- Make sure you can open the door freely without any thing falling on potential buyers.

OUTSIDE OF YOUR HOME:

The first impression when a buyer drives up to your home is critical. Walk across the street and look at it through a buyer's eyes. Be tough on yourself. What do you see?

Trim and House Paint:

- Take a hard look at the front door and trim. Give special attention to this because this is where buyers will get their first opportunity to make a close inspection of your home. Does it need repainting or staining? Repainting the doors and trim to help make the house look crisp and in good condition is one of the least expensive things you can do to dress up a home.

Decks, Porches and Patios:

- Sweep all walkways and patios, porches or decks.
- Remove all moss.
- Decks should be pressure-washed, stained or painted if needed.
- Clear patios or decks of small items such as little plants, flower pots, charcoal, barbeques, toys, etc.
- If you have outdoor furniture create one simple room setting of clean furniture so buyers see how they can use the space.

Roofs:

- Check gutters and roof for dry rot and moss. Make sure they are swept and cleaned.

Fences:

- Repair broken fences and gates and paint if necessary.

Landscaping:

- Look at all plants. Plants are like children...they grow so fast. Prune bushes and trees. Keep plants from blocking all windows.
- Remove any dead plants, weed all planting areas and put down fresh mulching material.
- Keep your lawn freshly cut, edged and fertilized during the growing season.

General:

- Go around the perimeter of the house and remove all garbage cans, discarded wood scraps, extra building materials, etc., to the garage or, if applicable, take them to the dump.
- Remove all plastic storage containers, children's toys and any unnecessary objects.

Garages:

- Sweep out and organize. Keep storage in garage neat.

CONTRACT OF SALE

THIS IS A LEGALLY-BINDING CONTRACT, BECOMING FINAL 3 BUSINESS DAYS AFTER BEING SIGNED & RETURNED TO BOTH PARTIES. DURING THIS PERIOD, YOU MAY CHOOSE TO CONSULT AN ATTORNEY WHO CAN REVIEW & CANCEL THE CONTRACT. SEE THE SECTION ON ATTORNEY REVIEW FOR DETAILS.

Between _____, called the Seller
Address: _____

And _____, called the Buyer
Address: _____

1. **AGREEMENT TO PURCHASE** - The Seller agrees to sell to the Buyer, and the Buyer agrees to purchase from the Seller, the land and buildings (the "Property") which are described in this Contract of Sale (the "Contract").

2. **PROPERTY** - The Property being sold is commonly known as _____ and is described on the tax map of the Municipality of _____, County of _____, and State of New Jersey as Tax ID _____.

3. **PURCHASE PRICE** - The Buyer shall pay the purchase price as follows:

Initial Deposit	_____
Additional Deposit on or before _____	_____
Mortgage Amount	_____
Balance of purchase price, to be paid in cash, certified check, bank cashier's check, or trust account check from an attorney, broker, or title company, at closing	_____

TOTAL PURCHASE PRICE: _____

4. **SUFFICIENT ASSETS** - Buyer represents that Buyer has, or will have as of the Closing, all necessary cash to complete settlement and that this purchase (IS)(IS NOT) contingent on the sale of other real estate or personal property.

5. **DEPOSIT MONEY** - All deposit money will be held by _____ in a non-interest escrow account until the transfer of title or the cancellation of this Contract.

6. **MORTGAGE CONTINGENCY** - This Contract (IS)(IS NOT) contingent on the Buyer obtaining mortgage financing.

If this contingency applies, the Buyer must receive a written commitment from any recognized lender for a (Conventional)(FHA)(VA)(Other: _____) first mortgage loan on the property in the amount of _____ at the prevailing rate of interest. The Buyer agrees to apply for the loan within 7 days after Attorney Review and to use best efforts to obtain the loan. If the Buyer cannot obtain a written mortgage commitment by _____, either party may cancel this Contract unless there is a mutual agreement on extending the time.

7. **TIME AND PLACE OF CLOSING** - Closing is to take place at any mutually agreed location on or before _____.

8. **SELLER'S DISCLOSURE STATEMENT** - A disclosure statement completed by the Seller (IS)(IS NOT) incorporated by reference into this Contract.

9. **PERSONAL PROPERTY & FIXTURES** - Unless listed below as being excluded, all fixtures are included in this sale, including gas and electric fixtures, range/stove, TV antennas, heating/cooling/water systems, awnings, screens, storm windows and doors, wall-to-wall carpeting, chandeliers, all other items listed in MLS # _____, which is attached, and the following other items: _____

The following items are excluded from this sale: _____

10. **CONDITION OF PROPERTY** - The land and buildings shall be transferred from the Seller to the Buyer in the same condition as they now exist, except for reasonable wear and tear. This means that the property is being sold **AS IS** unless otherwise specified in this Contract. In addition, Seller shall leave the property free of debris and in "broom clean" condition unless otherwise agreed. Seller warrants that all systems (electrical, plumbing, heating/cooling, etc.) and all appliances that are included shall be in working condition as of Closing. This warranty shall not continue after Closing.

11. **INSPECTION CONTINGENCY**

A. The real estate licensees involved in this transaction are not qualified to evaluate quality of construction or discover physical defects, insect infestation, or possible environmental conditions which might affect the Property, make no representation pertaining to these issues, and have no responsibility or liability for the completeness or accuracy of any representations made by the Seller or any other party.

B. The Buyer may, at the Buyer's expense, have the Property inspected and evaluated by qualified inspectors to determine the existence of any significant defects. A significant defect is one which involves structural integrity of the dwelling, inoperable systems or included appliances, insect infestation, or hazardous environmental conditions (including, but not limited to lead paint hazards, elevated levels of radon gas, or mold), but not a defect that is purely cosmetic in nature.

If the Buyer chooses to have these inspections done, they must be completed with written reports furnished to the Seller and Broker(s) within _____ days after the end of the Attorney Review period. If the Buyer fails to furnish the written reports within this time period, it shall mean that the Buyer agrees to accept the Property AS IS.

C. If the reports indicate that significant defects exist, the Seller shall have the option of correcting them. If the Seller does not notify the Buyer within 7 days of receiving the reports of intent to correct the defects, the Buyer shall have the option of:

- 1) Accepting the property AS IS.
- 2) Correcting the defects at Buyer's expense, if correction is necessary in order to transfer title.
- 3) Canceling the contract.

Buyer's failure to send notice of the intended option within 7 days after the receipt of the Seller's response shall mean that the Buyer agrees to accept the Property AS IS.

D. The term "qualified inspectors" refers to persons who are licensed as required, are regularly engaged in the business of inspecting residential properties for a fee, and generally maintain good reputations for skill and integrity in their area of expertise.

12. **INSPECTION OF PRIVATE WELL** - Seller states that, to the best of Seller's knowledge, the Property (IS NOT)(IS) serviced by a private well (or a public well servicing fewer than 15 dwellings). If the Property is serviced by a private well (or a public well servicing fewer than 15 dwellings), New Jersey law requires that before the Property can be sold, the well must be tested by a state-certified laboratory, and that the Buyer and Seller must certify receipt of the test results. This test shall be ordered and paid for by the (SELLER)(BUYER)(N/A).

13. **FLOOD ZONE** - Seller states that, to the best of Seller's knowledge, the Property (IS NOT)(IS) in a Flood Zone. If it is stated that the Property is not in a Flood Zone, and searches determine that it is, the Buyer has the right to cancel this Contract.

14. **AIRPORT SAFETY ZONE** - Seller states that, to the best of Seller's knowledge, the Property (IS NOT)(IS) in an Airport Safety Zone, as defined by the NJ Air Safety and Zoning Act. If it is stated that the Property is not in an Airport Safety Zone, and searches determine that it is, the Buyer has the right to cancel this Contract.

15. **UNDERGROUND STORAGE TANK(S)** - Seller states that, to the best of Seller's knowledge, the Property DOES NOTDOES contain underground storage tanks that are, or ever were, used for the storage of any fuels or other hazardous materials. If it is stated that the property does not contain underground fuel storage tanks, and inspections determine that it does, the Buyer has the right to cancel this Contract.

16. **NOTICE ON OFF-SITE CONDITIONS** - In accordance with the New Residential Construction Off-site Conditions Disclosure Act, P.L. 1995, c.253, the clerks of the municipalities in New Jersey maintain lists of off-site conditions which may affect the value of residential properties in the vicinity of the off-site condition. Purchasers may examine the lists and are encouraged to independently investigate the area surrounding this property in order to become familiar with any off-site conditions which may affect the value of the property. In cases where a property is located near the border of a municipality, purchasers may wish to also examine the list maintained by the neighboring municipality.

17. **MEGAN'S LAW REGISTRANTS** - Under New Jersey law, the county prosecutor determines whether and how to provide notice of the presence of convicted sex offenders in an area. In their professional capacity, real estate licensees are not entitled to notification by the county prosecutor under Megan's Law and are unable to obtain such information for you. After Closing, the county prosecutor may be contacted for such further information as may be disclosed to you.

18. **LEAD PAINT** - Seller states that, to the best of Seller's knowledge, the residence of the Property WASWAS NOT built prior to 1978. If it was not built prior to 1978, this paragraph does not apply.

Every buyer of any interest in residential real property on which a residential dwelling was built prior to 1978 is notified that such property may present exposure to lead from lead-based paint that may place young children at risk of developing lead poisoning. Lead poisoning in young children may produce permanent neurological damage, including learning disabilities, reduced intelligence quotient, behavioral problems, and impaired memory. Lead poisoning also poses a particular risk to pregnant women. The Seller of any interest in residential real property is required to provide the buyer with any information on lead-based paint hazards from risk assessments or inspections in the seller's possession and notify the buyer of any known lead-based paint hazards. A risk assessment or inspection for possible lead-based paint hazards is recommended prior to purchase.

A. Seller's Disclosure:

Presence of lead-based paint and/or lead-based paint hazards (check one below):

Known lead-based paint and/or lead-based paint hazards are present in the Property

(explain): _____

Seller has no knowledge of lead-based paint and/or lead-based paint hazards in the Property.

Records and reports available from the Seller (check one below):

Seller has provided the Buyer with all available records and reports pertaining to lead-based paint and/or lead-based paint hazards in the Property.

Seller has no reports or records pertaining to lead-based paint and/or lead-based paint hazards in the Property.

B. Buyer's Acknowledgement

Buyer has received copies of all information listed above.

Buyer has received the pamphlet *Protect Your Family from Lead in Your Home*.

Buyer has received a 10-day opportunity (or mutually-agreed upon period) to conduct a risk assessment or inspection for the presence of lead-based paint and/or lead-based paint hazards; or

Buyer has waived the opportunity to conduct a risk assessment or inspection for the presence of lead-based paint and/or lead-based paint hazards.

C. Broker's Acknowledgement:

Listing Broker has informed the Seller of Seller's obligations under 42 U.S.C. 4852(d) and is aware of his/her responsibility to assure compliance.

19. **MUNICIPAL INSPECTIONS AND CERTIFICATIONS** – Any inspections, permits, or certifications required by the municipality in which the Property is situated, including, but not limited to a certificate of occupancy, smoke detector certification, and/or carbon monoxide detector certification will be provided at the expense of the (SELLER)(BUYER)(N/A) and delivered at Closing.

20. **ACCESS TO PROPERTY** - Seller agrees to allow any authorized appraisers, inspectors, and surveyors to have access to the Property to satisfy the provisions of this Contract, and to permit the Buyer or the Buyer’s authorized representative to perform a final inspection of the Property at any reasonable time within 5 days before the Closing.

21. **QUALITY OF TITLE / CORRECTING TITLE DEFECTS** - An easement is a right of a person other than the owner of a property to use a portion of the property for a designated purpose. A restriction is a recorded limitation on the manner in which an owner may use a property.

The title to the Property, at the time of Closing, shall be good, marketable, and insurable at regular rates by any title insurance company authorized to do business in the State of New Jersey, subject only to any easements, restrictions, and zoning ordinances on record, so long as those easements, restrictions, and zoning ordinances do not interfere with the residential use of the Property.

If the title to the Property does not satisfy these requirements, the Seller will be notified and given 30 days to make it comply. If the Seller cannot make it comply, the Buyer will have the option to cancel the Contract. If the Buyer elects to cancel this Contract, the Seller shall reimburse the Buyer for any actual search, survey, or attorney expenses paid by the Buyer.

22. **CONDOMINIUM/HOMEOWNERS’ ASSOCIATION DOCUMENTS** - If the Property is subject to a condominium or homeowners’ association, the Seller shall provide the Buyer with a copy of any rules, regulations, and by-laws as may apply which Seller possesses, and perform any tasks required by the applicable association to accomplish transfer of ownership.

23. **TRANSFER OF OWNERSHIP** - At the Closing, the Seller shall transfer ownership of the Property to the Buyer by a Bargain and Sale Deed with Covenants as to the Grantor’s Acts. The Seller shall also deliver to the Buyer a properly executed Affidavit of Title. If the Seller is a corporation, it shall deliver to the Buyer a corporate resolution authorizing the sale.

24. **ADJUSTMENTS** - Taxes, water charges, heating fuel, condominium charges, interest on any mortgage to be assumed, interest and rents, if any, are to be adjusted as of the date of Closing.

25. **MUNICIPAL ASSESSMENTS** - From time to time, municipalities may impose charges against properties for physical improvements such as sewers, sidewalks, and curbs. If there are any unpaid assessments for municipal improvements which were completed before the date of this Contract, they will be paid in full by the Seller at or before the Closing, or credited to the Buyer at the Closing. If a municipal improvement to the Property has not been completed before the date of this Contract, the Buyer shall pay the assessment.

26. **RISK OF LOSS** - The Seller will be responsible for any loss or damage to the Property from any source except ordinary wear and tear until Closing.

27. **POSSESSION** - As of the Closing, the Buyer shall be entitled to possess the Property and any income from the Property. No tenant shall have any right to the property, unless it is agreed in this Contract.

28. **DECLARATION OF LICENSEE BUSINESS RELATIONSHIP(S)**

_____ and its authorized representative(s) _____

Address: _____

Telephone: _____ Fax: _____

are functioning as BUYER’S AGENTS) SELLER’S AGENTS)
DISCLOSED DUAL AGENTS) TRANSACTION AGENTS)

According to information supplied by _____
and its authorized representative(s) _____
Address: _____
Telephone: _____ Fax: _____
they are functioning as BUYER'S AGENTS) SELLER'S AGENTS)
DISCLOSED DUAL AGENTS) TRANSACTION AGENTS)

29. **BROKER COMMISSIONS** - The parties to this agreement direct that the following commissions be paid from the proceeds of this transaction:

To the Listing Broker, a commission in accordance with the previously-executed Listing Agreement, less participating Broker's commission (if applicable).

To the Participating Broker, a commission of _____ of the selling price, less a fee of _____.

30. **AUTOMATIC CANCELLATION** – If the transaction anticipated by this Contract has not been brought to a conclusion by Closing or cancellation by the date six (6) months from the date signed by the parties, this Contract shall be canceled, unless the Buyer and Seller agree to an extension of the time in writing.

31. **CANCELLATION OF CONTRACT OF SALE** - If, for any of the reasons described in this Contract, it is canceled, the Buyer's deposit money shall be returned to the Buyer, and the Buyer and the Seller release each other and all real estate licensees involved in this transaction from any obligations, liabilities, claims, or demands.

32. **REMARKS & OTHER PROVISIONS**

33. **REPRESENTATIONS / ENTIRE AGREEMENT** - The Buyer and Seller acknowledge that they are entering into this Contract as a result of their own independent investigation and not on any statements, representations, or agreements made by the other party, or by the Broker(s) or salesperson(s). This Contract contains the entire agreement of the parties, and no statements, representations, or agreements made by either party, or the Broker(s) or salesperson(s) shall be binding or create any obligation on anyone, unless they are put in writing and made a part of this Contract.

34. **NON-ASSIGNMENT** - This Contract shall not be assigned, meaning that Buyer may not transfer the rights under this Contract to anyone else, and shall not be recorded in the Office of the County Clerk.

35. **NOTICES** - All notices as required in this Contract must be in writing. All notices shall be by certified mail, facsimile transmission, electronic mail, or personal delivery. A certified letter, facsimile transmission, or electronic mail will be effective when it is sent, and personal delivery will be effective when it is delivered to the other party. Notices to the Buyer and Seller will be made to the addresses shown at the beginning of this Contract. Each party must accept certified mail sent by the other party.

36. **ATTORNEY REVIEW -**

A. **Study by Attorney.** The Buyer or the Seller may choose to have an attorney study this Contract. If an attorney is consulted, the attorney must complete this review of the contract within a three-day period. This Contract will be legally binding at the end of this three-day period unless an attorney for the Buyer or the Seller reviews and disapproves the Contract.

B. **Counting the Time.** You count the three days from the date of delivery of the signed Contract to the Buyer and the Seller. You do not count Saturdays, Sundays or legal holidays. The Buyer and the Seller may agree in writing to extend the three-day period for attorney review.

C. **Notice of Disapproval.** If an attorney for the Buyer or the Seller reviews and disapproves of this Contract, the attorney must notify the broker(s) and the other party named in this Contract within the three-day period. Otherwise, this Contract will be legally binding as written. The attorney must send the notice of disapproval to the broker(s) by certified mail, by telegram, or by delivering it personally. The telegram or certified letter will be effective upon sending. The personal delivery will be effective upon delivery to the broker(s) office. The attorney may also, but need not, inform the broker(s) of any suggested revision(s) to the Contract that would make it satisfactory.

37. **CONSUMER RIGHT OF RESCISSION –** In the event that either party to this Contract is not represented by an attorney, that party shall have a three-day right of rescission of this Contract. If either party elects to exercise the right to rescind this Contract, that party must notify the broker(s) and the other party named in this Contract in writing within the same three-day period described in 35.B above.

38. **NOTICE TO BUYER AND SELLER -** The Supreme Court of the State of New Jersey requires real estate brokers to attach a Notice as the cover page of this Contract, and see that the Buyer and Seller read it before they sign this Contract.

39. **CONSUMER INFORMATION STATEMENT -** By signing below, both the Buyer and Seller acknowledge receiving the Consumer Information Statement on New Jersey Real Estate Relationships from the brokerage firms involved in this transaction prior to the first showing of the subject property.

40. **ACKNOWLEDGEMENT -** The Seller and Buyer agree to the terms of this Contract by signing below.

Buyer:	<input type="text"/>	Date: _____
Buyer:	<input type="text"/>	Date: _____
Seller:	<input type="text"/>	Date: _____
Seller:	<input type="text"/>	Date: _____



DISCLOSURE OF INFORMATION on LEAD-BASED PAINT and/or LEAD-BASED PAINT HAZARDS

For purposes of this Disclosure, "Seller" also means "Lessor" and "Purchaser" also means "Lessee"

Lead Warning Statement

Every purchaser of any interest in residential real property on which a residential dwelling was built prior to 1978 is notified that such property may present exposure to lead from lead-based paint that may place young children at risk of developing lead poisoning. Lead poisoning in young children may produce permanent neurological damage, including learning disabilities, reduced intelligence quotient, behavioral problems, and impaired memory. Lead poisoning also poses a particular risk to pregnant women. The seller of any interest in residential real property is required to provide the purchaser with any information on lead-based paint hazards from risk assessments or inspections in the seller's possession and notify the purchaser of any known lead-based paint hazards. A risk assessment or inspection for possible lead-based paint hazards is recommended prior to purchase.

PROPERTY ADDRESS: _____

The Property to which this Contract of Sale applies was built after January 1, 1978. Therefore, 42 U.S.C. 4852(d) does not apply to this transaction. No disclosure regarding Lead-based Paint is required and no contingency for Lead-based Paint testing shall apply.

Seller's Disclosure

(a) Presence of lead-based paint and/or lead-based paint hazards (check one below):

There are known lead-based paint and/or lead-based paint hazards are present in the housing. If so, explain:

Seller has no knowledge of lead-based paint and/or lead-based paint hazards in the housing.

(b) Records and reports available from the seller (check one below):

Seller has provided the purchaser with the following records and reports pertaining to lead-based paint and/or lead-based paint hazards in the housing: _____

Seller has no reports or records pertaining to lead-based paint and/or lead-based paint hazards in the housing.

Purchaser's Acknowledgement

Purchaser has received copies of all information listed above.

Purchaser has received the pamphlet *Protect Your Family from Lead in Your Home*.

Purchaser has (check (i) or (ii) below):

received a 10-day opportunity (or mutually agreed upon period) to conduct a risk assessment or inspection for the presence of lead-based paint and/or lead-based paint hazards; or

waived the opportunity to conduct a risk assessment or inspection for the presence of lead-based paint and/or lead-based paint hazards.

Agent's Acknowledgment

Agent has informed the seller of the seller's obligations under 42 U.S.C. 4852(d) and is aware of his/her responsibility to ensure compliance.

Certification of Accuracy

The following parties have reviewed the information above and certify, to the best of their knowledge, that the information they have provided is true and accurate.

Seller: _____

Purchaser: _____

Seller: _____

Purchaser: _____

Seller's Agent: _____

Purchaser's Agent: _____



**NEW JERSEY ASSOCIATION OF REALTORS® STANDARD FORM OF
SELLER'S PROPERTY CONDITION DISCLOSURE STATEMENT**



1 **Property Address:** _____
2
3
4

5 **Seller:** _____
6
7
8

9 The purpose of this Disclosure Statement is to disclose, to the best of Seller's knowledge, the condition of the Property, as of
10 the date set forth below. The Seller acknowledges that he/she is under an obligation to disclose any known material defects in the
11 Property even if not addressed in this printed form. Seller alone is the source of all information contained in this form. All
12 prospective buyers of the Property are cautioned to carefully inspect the Property and to carefully inspect the surrounding area for
13 any off-site conditions that may adversely affect the Property. Moreover, this Disclosure Statement is not intended to be a
14 substitute for prospective buyer's hiring of qualified experts to inspect the Property.

15
16 If your property consists of multiple units, systems and/or features, please provide complete answers on all such units,
17 systems and/or features even if the question is phrased in the singular, such as if a duplex has multiple furnaces, water heaters and
18 fireplaces.

19 **OCCUPANCY**

- 20 Yes No Unknown
21
- 22 1. Age of House, if known _____
23 2. Does the Seller currently occupy this property?
24 If not how long has it been since Seller occupied the property? _____
25 3. What year did the seller buy the property? _____
26 3a. Do you have in your possession the original or a copy of the deed evidencing your ownership of
27 the property? If "yes," please attach a copy of it to this form

28
29 **ROOF**

- 30 Yes No Unknown
31
- 32 4. Age of roof _____
33 5. Has roof been replaced or repaired since seller bought the property?
34 6. Are you aware of any roof leaks?
35 7. Explain any "yes" answers that you give in this section: _____
36

37 **ATTICS, BASEMENTS AND CRAWL SPACES (Complete only if applicable)**

- 38 Yes No Unknown
39
- 40 8. Does the property have one or more sump pumps?
41 8a. Are there any problems with the operation of any sump pump?
42 9. Are you aware of any water leakage, accumulation, or dampness within the basement or
43 crawl spaces or any other areas within any of the structures on the property?
44 9a. Are you aware of the presence of any mold or similar natural substance within the basement
45 or crawl spaces or any other areas within any of the structures on the property?
46 10. Are you aware of any repairs or other attempts to control any water or dampness problem
47 in the basement or crawlspace? If "yes" describe the location, nature and date of the
48 repairs:
49 _____
50 11. Are you aware of any cracks or bulges in the floor or foundation walls? If "yes", specify
51 location.
52 12. Are you aware of any restrictions on how the attic may be used as a result of the manner in
53 which the attic or roof was constructed?
54 13. Is the attic or house ventilated by: a whole house fan? an attic fan?
55 13a. Are you aware of any problems with the operation of such a fan?
56 14. In what manner is access to the attic space provided? staircase pull down stairs
57 crawl space with aid of ladder or other device other _____
58 15. Explain any "yes" answers that you give in this section:
59 _____
60

61 **TERMITES/WOOD DESTROYING INSECTS, DRY ROT, PESTS**

- 62 Yes No Unknown
63
- 64 16. Are you aware of any termites/wood destroying insects, dry rot, pests affecting the property?
65 17. Are you aware of any damage to the property caused by termites/wood destroying insects, dry
66 rot, or pests?
67 18. If "yes," has work been performed to repair the damage?
68 19. Is your property currently under contract by a licensed pest control company? If "yes", state the
69 name and address of licensed pest control company: _____
70 20. Are you aware of any termite/pest control inspections or treatments for the property in the
71 past?

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21. Explain any "yes" answer that you give in this section:

STRUCTURAL ITEMS

- | | | |
|--------------------------|--------------------------|--|
| Yes | No | |
| <input type="checkbox"/> | <input type="checkbox"/> | 22. Are you aware of any movement, shifting, or other problems with walls, floors or foundations including any restrictions on how any space, other than the attic or roof, may be used as a result of the manner in which it was constructed? |
| <input type="checkbox"/> | <input type="checkbox"/> | 23. Are you aware if the property or or any of the structures on it have ever been damaged by fire, smoke, wind or flood? |
| <input type="checkbox"/> | <input type="checkbox"/> | 24. Are you aware of any fire retardant plywood used in the construction? |
| <input type="checkbox"/> | <input type="checkbox"/> | 25. Are you aware of any current or past problems with driveways, walkways, patios, sinkholes, or retaining walls on the property? |
| <input type="checkbox"/> | <input type="checkbox"/> | 26. Are you aware of any present or past efforts made to repair any problems with the items in this section? |
| | | 27. Explain any "yes" answers that you give in this section. Please describe the location and nature of |
- _____

ADDITIONS/REMODELS

- | | | | |
|--------------------------|--------------------------|--------------------------|---|
| Yes | No | Unknown | |
| <input type="checkbox"/> | <input type="checkbox"/> | | 28. Are you aware of any additions, structural changes or other alterations to the structures on the property made by any present or past owners? |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | 29. Were the proper building permits and approvals obtained? Explain any "yes" answers you give in this section: |
- _____

PLUMBING, WATER AND SEWAGE

- | | | | |
|--------------------------|--------------------------|--------------------------|--|
| Yes | No | Unknown | |
| | | | 30. What is the source of your drinking water? <input type="checkbox"/> Public <input type="checkbox"/> Community System <input type="checkbox"/> Well on property <input type="checkbox"/> Other (explain) _____ |
| <input type="checkbox"/> | <input type="checkbox"/> | | 31. If your drinking water supply is not public have you performed any tests on the water? If so when? _____ Attach a copy of or describe the results. |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | 32. Does the wastewater from any clothes washer, dishwasher, or other appliance discharge to any location other than the sewer, septic, or other system that services the rest of the property? |
| | | <input type="checkbox"/> | 33. When was well installed? _____ Location of Well? _____ |
| <input type="checkbox"/> | <input type="checkbox"/> | | 34. Do you have a softener, filter, or other water purification system? <input type="checkbox"/> Leased <input type="checkbox"/> Owned |
| | | | 35. What is the type of sewage system? <input type="checkbox"/> Public Sewer <input type="checkbox"/> Private Sewer <input type="checkbox"/> Septic System <input type="checkbox"/> Cesspool <input type="checkbox"/> Other (explain): _____ |
| <input type="checkbox"/> | <input type="checkbox"/> | | 36. If you answered "septic system," have you ever had the system inspected to confirm that it is a true septic system and not a cesspool? |
| | | <input type="checkbox"/> | 37. If Septic System, when was it installed? _____ Location? _____ |
| | | <input type="checkbox"/> | 38. When was the Septic System or Cesspool last cleaned and/or serviced? _____ |
| <input type="checkbox"/> | <input type="checkbox"/> | | 39. Are you aware of any abandoned Septic Systems or Cesspools on your property? |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | 39a. If "yes," is the closure in accordance with the municipality's ordinance? (explain): _____ |
| <input type="checkbox"/> | <input type="checkbox"/> | | 40. Are you aware of any leaks, backups, or other problems relating to any of the plumbing systems and fixtures (including pipes, sinks, tubs and showers), or of any other water or sewage related problems? If "yes," explain: _____ |
| <input type="checkbox"/> | <input type="checkbox"/> | | 41. Are you aware of any shut off, disconnected, or abandoned wells, underground water or sewage tanks, or dry wells on the property? |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | 42. Is either the private water or sewage system shared? If "yes," explain: _____ |
| | | | 43. Water Heater: <input type="checkbox"/> Electric <input type="checkbox"/> Fuel Oil <input type="checkbox"/> Gas
Age of Water Heater _____ |
| <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | 43a. Are you aware of any problems with the water heater? |
| | | | 44. Explain any "yes" answers that you give in this section:

_____ |

HEATING AND AIR CONDITIONING

- | | | | |
|-----|----|--------------------------|--|
| Yes | No | Unknown | |
| | | | 45. Type of air conditioning:
<input type="checkbox"/> Central one zone <input type="checkbox"/> Central multiple zone <input type="checkbox"/> Wall/Window Unit <input type="checkbox"/> None |
| | | | 46. List any areas of the house that are not air conditioned:
_____ |
| | | <input type="checkbox"/> | 47. What is the age of Air Conditioning System _____ |
| | | | 48. Type of heat: <input type="checkbox"/> Electric <input type="checkbox"/> Fuel Oil <input type="checkbox"/> Natural Gas <input type="checkbox"/> Propane <input type="checkbox"/> Unheated <input type="checkbox"/> Other |
| | | | 49. What is the type of heating system? (for example, forced air, hot water or base board, radiator, steam heat) _____ |

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50. If it is a centralized heating system, is it one zone or multiple zones?

51. Age of Furnace _____ Date of Last Service _____

52. List any areas of the house that are not heated: _____

53. Are you aware of any tanks on the property, either above or underground, used to store fuel or other substances?

54. If tank is not in use, do you have a closure certificate?

55. Are you aware of any problems with any items in this section? If "yes," explain: _____

WOOD BURNING STOVE OR FIREPLACE

Yes No Unknown

56. Do you have wood burning stove? fireplace? insert? Other

56a. Is it presently usable?

57. If you have a fireplace, when was the flu last cleaned? _____

57a. Was the flue cleaned by a professional or non-professional? _____

58. Have you obtained any required permits for any such item?

59. Are you aware of any problems with any of these items? If "yes," please explain: _____

ELECTRICAL SYSTEM

Yes No Unknown

60. What type of wiring is in this structure? Copper Aluminum Other Unknown

61. What amp service does it have?
 60 100 150 200 Other Unknown

62. Does it have 240 volt service? Which are present? Circuit Breakers Fuses or Both?

63. Are you aware of any additions to the original service? If "yes" were the additions done by a licensed electrician? Name and address: _____

67. Are you aware of any fill or expansive soil on the property?

68. Are you aware of any past or present mining operations in the area in which the property is located?

69. Is the property located in a flood hazard zone?

70. Are you aware of any drainage or flood problems affecting the property?

71. Are there any areas on the property which are designated as protected wetlands?

72. Are you aware of any encroachments, utility easements, boundary line disputes, or drainage or other easements affecting the property?

73. Are there any water retention basins on the property or the adjacent properties?

74. Are you aware if any part of the property is being claimed by the State of New Jersey as land presently or formerly covered by tidal water (Riparian claim or lease grant)? Explain: _____

75. Are you aware of any shared or common areas (for example, driveways, bridges, docks, walls, bulkheads, etc.) or maintenance agreements regarding the property?

76. Explain any "yes" answers to the preceding questions in this section: _____

77. Do you have a survey of the property?

ENVIRONMENTAL HAZARDS

Yes No Unknown

78. Have you received any written notification from any public agency or private concern informing you that the property is adversely affected, or may be adversely affected, by a condition that exists on a property in the vicinity of this property? If "yes," attach a copy of any such notice currently in your possession.

78a. Are you aware of any condition that exists on any property in the vicinity which adversely affects, or has been identified as possibly adversely affecting, the quality or safety of the air, soil, water, and/or physical structures present on this property? If "yes," explain: _____

79. Are you aware of any underground storage tanks (UST) or toxic substances now or previously present on this property or adjacent property (structure or soil), such as polychlorinated biphenyl (PCB), solvents, hydraulic fluid, petro-chemicals, hazardous wastes, pesticides, chromium, thorium, lead or other hazardous substances in the soil? If "yes," explain: _____

80. Are you aware if any underground storage tank has been tested? (Attach a copy of each test report or closure certificate if available).

- 228 81. Are you aware if the property has been tested for the presence of any other toxic substances, such as
 229 lead-based paint, urea-formaldehyde foam insulation, asbestos-containing materials, or others?
 230 (Attach copy of each test report if available).
 231 82. If "yes" to any of the above, explain:
 232 _____
 233 _____
 234 82a. If "yes" to any of the above, were any actions taken to correct the problem? Explain:
 235 _____
 236 _____
 237 83. Is the property in a designated Airport Safety Zone?
 238

239 **DEED RESTRICTIONS, SPECIAL DESIGNATIONS, HOMEOWNERS ASSOCIATIONS/CONDOMINIUMS**
 240 **AND CO-OPS**

- 241 Yes No Unknown
 242 84. Are you aware if the property is subject to any deed restrictions or other limitations on how it may
 243 be used due to its being situated within a designated historic district, or a protected area like the
 244 New Jersey Pinelands, or its being subject to similar legal authorities other than typical local zoning
 245 ordinances?
 246 85. Is the property part of a condominium or other common interest ownership plan?
 247 85a. If so, is the property subject to any covenants, conditions, or restrictions as a result of its being part
 248 of a condominium or other form of common interest ownership?
 249 86. As the owner of the property, are you required to belong to a condominium association or
 250 homeowners association, or other similar organization or property owners?
 251 86a. If so, what is the Association's name and telephone number?
 252 _____
 253 86b. If so, are there any dues or assessments involved? If "yes," how much? _____
 254 87. Are you aware of any defect, damage, or problem with any common elements or common areas that
 256 materially affects the property?
 257 88. Are you aware of any condition or claim which may result in an increase in assessments or fees?
 258 89. Since you purchased the property, have there been any changes to the rules or by-laws of the
 259 Association that impact the property?
 260 90. Explain any "yes" answers you give in this section:
 261 _____
 262 _____
 263

264 **MISCELLANEOUS**

- 265 Yes No Unknown
 266 91. Are you aware of any existing or threatened legal action affecting the property or any condominium
 267 or homeowners association to which you, as an owner, belong?
 268 92. Are you aware of any violations of Federal, State or local laws or regulations relating to this
 269 property?
 270 93. Are you aware of any zoning violations, encroachments on adjacent properties, non-conforming
 271 uses, or set-back violations relating to this property? If so, please state whether the condition is
 272 pre-existing non-conformance to present day zoning or a violation to zoning and/or land use laws.
 273 _____
 274 _____
 275 94. Are you aware of any public improvement, condominium or homeowner association assessments
 276 against the property that remain unpaid? Are you aware of any violations of zoning, housing,
 277 building, safety or fire ordinances that remain uncorrected?
 278 95. Are there mortgages, encumbrances or liens on this property?
 279 95a. Are you aware of any reason, including a defect in title, that would prevent you from conveying
 280 clear title?
 281 96. Are you aware of any material defects to the property, dwelling, or fixtures which are not disclosed
 282 elsewhere on this form? (A defect is "material," if a reasonable person would attach importance to
 283 its existence or non-existence in deciding whether or how to proceed in the transaction.) If "yes,"
 284 explain: _____
 285 _____
 286 97. Other than water and sewer charges, utility and cable tv fees, your local property taxes, any special
 287 assessments and any association dues or membership fees, are there any other fees that you pay on
 288 an ongoing basis with respect to this property, such as garbage collection fees?
 289 98. Explain any other "yes" answers you give in this section:
 290 _____
 291 _____
 292 _____
 293 _____
 294

295 **RADON GAS Instructions to Owners**

296 By law (N.J.S.A. 26:2D-73), a property owner who has had his or her property tested or treated for radon gas may require
 297 that information about such testing and treatment be kept confidential until the time that the owner and a buyer enter into a contract
 298 of sale, at which time a copy of the test results and evidence of any subsequent mitigation or treatment shall be provided to the
 299 buyer. The law also provides that owners may waive, in writing, this right of confidentiality. As the owner(s) of this property, do
 300 you wish to waive this right?

- 301 Yes No
 302
 303 (Initials) (Initials)
 304

305 If you responded "yes," answer the following questions. If you responded "no," proceed to the next section.

306
307 Yes No Unknown

- 308 99. Are you aware if the property has been tested for radon gas? (Attach a copy of each test
- 309 report if available.)
- 310 100. Are you aware if the property has been treated in an effort to mitigate the presence of radon
- 311 gas? (If "yes," attach a copy of any evidence of such mitigation or treatment.)
- 312 101. Is radon remediation equipment now present in the property?
- 313 101a. If "yes," is such equipment in good working order?

315
316 **MAJOR APPLIANCES AND OTHER ITEMS**

317 The terms of any final contract executed by the seller shall be controlling as to what appliances or other items, if any, shall

318 be included in the sale of the property. Which of the following items are present in the property? (For items that are not present,

319 indicate "not applicable.")

320
321 Yes No Unknown N/A

- 322 102. Electric Garage Door Opener
- 323 102a. If "yes," are they reversible? Number of Transmitters _____
- 324 103. Smoke Detectors
- 325 Battery Electric Both How many _____
- 326 Carbon Monoxide Detectors How many _____
- 327 Location _____
- 328 104. With regard to the above items, are you aware that any item is not in working order?

329
330 104a. If "yes," identify each item that is not in working order or defective and explain the nature of

331 the problem:

332 _____

333 _____

- 334
335 105. In-ground pool Above-ground pool Pool Heater Spa/Hot Tub
- 336 105a. Were proper permits and approvals obtained?
- 337 105b. Are you aware of any leaks or other defects with the filter or the walls or other structural or
- 338 mechanical components of the pool or spa/hot tub?
- 339 105c. If an in-ground pool, are you aware of any water seeping behind the walls of the
- 340 pool?

341 106. Indicate which of the following may be included in the sale? (Indicate Y for yes N for

342 no.)

- 343 Refrigerator
- 344 Range
- 345 Microwave Oven
- 346 Dishwasher
- 347 Trash Compactor
- 348 Garbage Disposal
- 349 In-Ground Sprinkler System
- 350 Central Vacuum System
- 351 Security System
- 352 Washer
- 353 Dryer
- 354 Intercom
- 355 Other

356 107. Of those that may be included, is each in working order? If "no," identify each item not in

357 working order, explain the nature of the problem:

358 _____

359 _____

362 **ACKNOWLEDGMENT OF SELLER**

363 The undersigned Seller affirms that the information set forth in this Disclosure Statement is accurate and complete to the

364 best of Seller's knowledge, but is not a warranty as to the condition of the Property. Seller hereby authorizes the real estate

365 brokerage firm representing or assisting the seller to provide this Disclosure Statement to all prospective buyers of the Property,

366 and to other real estate agents. Seller alone is the source of all information contained in this statement. If the Seller relied upon

367 any credible representations of another, the Seller should state the name(s) of the person(s) who made the representation(s) and

368 describe the information that was relied upon.

369 _____

370 _____

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375 SELLER DATE

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379 SELLER DATE

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EXECUTOR, ADMINISTRATOR, TRUSTEE

(If applicable). The undersigned has never occupied the property and lacks personal knowledge necessary to complete this Disclosure Statement.

DATE

DATE

RECEIPT AND ACKNOWLEDGMENT BY PROSPECTIVE BUYER

The undersigned Prospective Buyer acknowledges receipt of this Disclosure Statement prior to signing a Contract of Sale pertaining to this Property. Prospective Buyer acknowledges that this Disclosure Statement is not a warranty by Seller and that it is Prospective Buyer's responsibility to satisfy himself or herself as to the condition of the Property. Prospective Buyer acknowledges that the Property may be inspected by qualified professionals, at Prospective Buyer's expense, to determine the actual condition of the Property. Prospective Buyer further acknowledges that this form is intended to provide information relating to the condition of the land, structures, major systems and amenities, if any, included in the sale. This form does not address local conditions which may affect a purchaser's use and enjoyment of the property such as noise, odors, traffic volume, etc. Prospective Buyer acknowledges that they may independently investigate such local conditions before entering into a binding contract to purchase the property. Prospective Buyer acknowledges that he or she understands that the visual inspection performed by the Seller's real estate broker/broker-salesperson/salesperson does not constitute a professional home inspection as performed by a licensed home inspector

PROSPECTIVE BUYER

DATE

PROSPECTIVE BUYER

DATE

ACKNOWLEDGMENT OF REAL ESTATE BROKER/BROKER-SALESPERSON/SALESPERSON

The undersigned Seller's real estate broker/broker-salesperson/ salesperson acknowledges receipt of the Property Disclosure Statement form and that the information contained in the form was provided by the Seller.

The Seller's real estate broker/broker-salesperson/salesperson also confirms that he or she visually inspected the property with reasonable diligence to ascertain the accuracy of the information disclosed by the seller, prior to providing a copy of the property disclosure statement to the buyer.

The Prospective Buyer's real estate broker/broker-salesperson/ salesperson also acknowledges receipt of the Property Disclosure Statement form for the purpose of providing it to the Prospective Buyer.

PROSPECTIVE BUYER'S REAL ESTATE
BROKER / BROKER - SALESPERSON /
SALESPERSON

DATE

SELLER'S REAL ESTATE BROKER/
BROKER-SALESPERSON/SALESPERSON

DATE

YouTube Interview

Do you wish you could have interviewed your Realtor before hiring them? Well, I'm confident that if people hired the Realtor that interviews best rather than just going with whom they know, I'd consistently be chosen.

When I realized this, I decided to make a couple videos which I could show to potential clients just like you. You see, I think you deserve to understand exactly what I'm going to do for you and why I'm the best choice out of all the Realtors out there.

I invite you to watch the following videos on my website as an interview of sorts. They'll provide you with a snapshot of who I am, what I stand for and what you'll get with my service. You can watch the videos at www.rasmussenhomesnj.com/realtor-interview

- How I'll get you peak value for your home
- 3 Reasons I'm Different Than Other Realtors

If you like what you see, I'd be happy meet with you and discuss a plan to sell your home with an aggressive, cutting edge marketing plan that will sell your home quickly for peak value.

Best,

Brandon Rasmussen- Keller Williams Princeton



Looking for a home?
Get my home search app
by texting kwvg1v6f to
87778



Brandon Rasmussen- Keller Williams Realty
Brandon@RasmussenHomesNJ.com
Rasmussenhomesnj.com

609.651.5167

Each Office Is Independently Owned and Operated