

## Seller's Property Disclosure

When you list your property for sale, you disclose the condition of your property for potential buyers. This becomes your best protection against liability after closing. With full disclosure up front, the buyer buys fully aware of what you know about the property.

Your sales professional will provide you a form which will guide you through the disclosure. As a rule of thumb, you should disclose anything which would influence a buyer in making an offer. This includes major repair work, existing reports on the property, known defective conditions, items not performing properly or in need of repair, environmental hazards, etc.

If you are in doubt about an item, you should disclose it. It is better to over-disclose than to omit an item that could cause a problem at a later time.

The buyer's offer price should reflect the true condition of the property. Therefore the buyer would take into account items needing repair when making an offer. During the purchase process, a buyer will most likely have the property inspected. This may reveal latent defects with the property. A latent defect is a condition which may be in need of repair in the future but is not known to the seller now.

The goal of seller disclosure and property inspection is for the buyer to learn about the property. When the buyer is fully informed, you are relieved of liability in the future.

## The Listing Presentation

When you submit the form to list, you're registering as a seller. A sales professional will contact you to schedule a visit to your home and give you a listing presentation. The information you receive will help you decide if you want to list.

During the listing presentation, some of the things the REALTOR® will do are described below.

Tour the property and assess its condition

Advise you about staging your home and suggest repairs

Outline how your home will be marketed

Explain agency, representation, and disclosure of property condition

Review the services and benefits

Discuss seller and sales professional communication once the property is listed

Gather property information for MLS

Review sales professional showing procedures

Advise you on best behaviors during a showing

Introduce you to our contract-to-close process

Discuss market values and set a list price

Review your bottom line

Sign up the listing

Ask you to fill out a property disclosure

Outline a schedule of activities to put your home on the market

Answer your questions

# PRUDENTIAL REAL ESTATE LISTINGS ARE EVERYWHERE!



**PLUS!**

**Many of these sites share our listings with multiple other sites.**

**You can search for Prudential Real Estate properties using the Pru ID on:**

*prudential.com/realestate*

*prudentialrealestate.com*

*prudentialproperties.com*

*PruRE.com*

*erealty.com*



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