

## What does a Seller need to disclose to a Buyer?

In the real estate industry, full disclosure of a property's condition benefits Buyers and Sellers. The disclosure gives the Buyer advance knowledge of any potential problems and can help the Seller protect themselves from post-settlement claims. In Florida, a Seller is obligated to disclose to a Buyer all known facts that materially affect the value of the property being sold and that are not readily observable.

The Florida Association of Realtors encourages the use of Seller Disclosure forms to ensure all parties involved in a real estate transaction are satisfied with the results. The Seller disclosure form available to members of the Florida Association of Realtors covers the following items:

- Claims and Assessments
- Deed/Homeowners Association Restrictions
- Property Related Items
- The Land
- Environment
- Zoning
- Flood
- Termite, Dry rot, Pests, Wood Destroying Organisms
- Structure-related items
- Roof-related items
- Plumbing-related items
- Pool/Hot Tubs/Spas
- Major Appliances
- Electrical System
- Heating and Air Conditioning
- Other Equipment
- Other Matters

Each of these items has specific questions that the Seller is asked to answer in order to provide the Buyer with information about the property which is not readily observable.

It is not a warranty of any kind by the Seller or any Licensee and is not a substitute for any inspection or warranty the parties may wish to obtain.

Therefore, one of the many advantages of using a Realtor to represent you as a Seller or a Buyer in a transaction is the use of this and similar forms that reduce the problems associated with the purchase real estate. Remember all real estate agents are not Realtors.

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