



CHICAGO TITLE

COLORADO

HOME SELLER'S GUIDE

A STEP BY STEP PROCESS



PROTECT

YOUR HOME OWNERSHIP

Chicago Title is a member of the FNF family of companies and the nation's largest group of title companies and title insurance underwriters. Collectively, we issue more title insurance policies than any other title company in the United States. Our standings with third-party rating agencies are a testament to our longevity, financial strength, and claims paying ability. For 13 of the last 14 years, we have held a position on the FORTUNE 500® list.



CHICAGO TITLE

...Where Experience equal Excellence

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CHICAGO TITLE LOCATIONS

DENVER METRO

DTC

8055 E. Tufts Ave. #300
303.291.9999

Castle Rock

734 N. Wilcox St. #101
303.291.9952

Parker

19590 E. Mainstreet #102
303.244.9161

Cherry Creek

55 Madison St. #700
303.388.5758

Evergreen

32065 Castle Ct. #200
303.670.8523

Lakewood

300 Union Blvd. #110
303.988.2121

LoDo

1660 Wynkoop St. #140
303.244.9160

Westminster

12225 Pecos St. #400
303.252.0549

NORTHERN COLORADO

Fort Collins

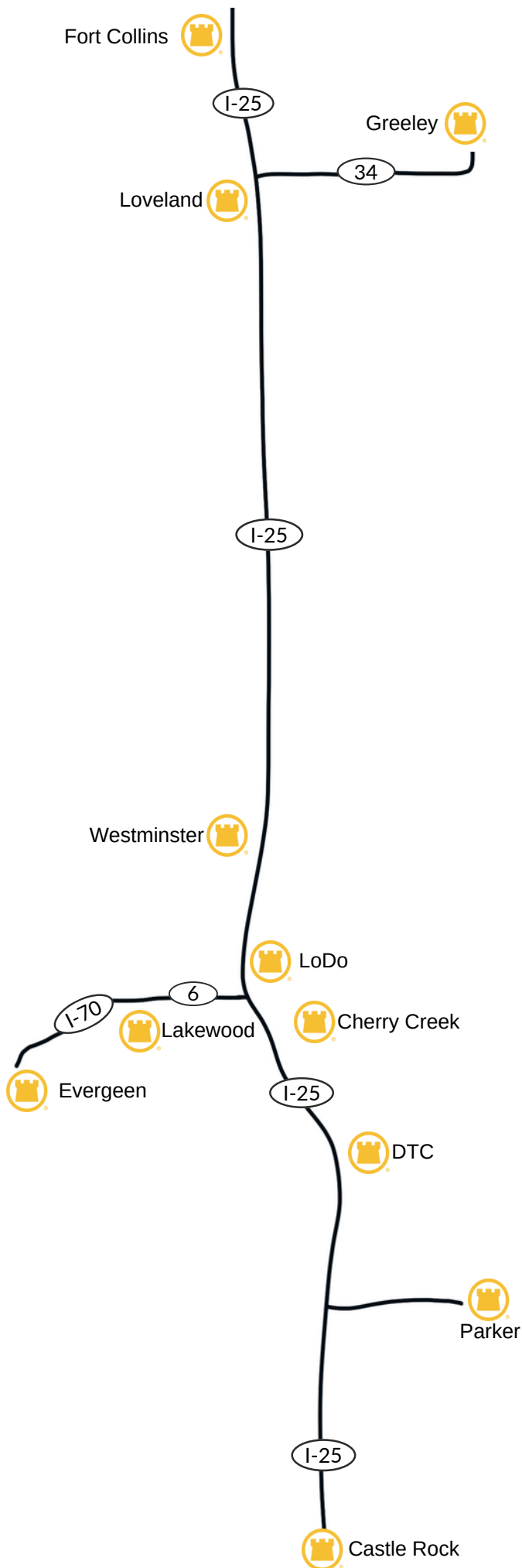
4645 Ziegler Rd. #220
970.666.7300

Loveland

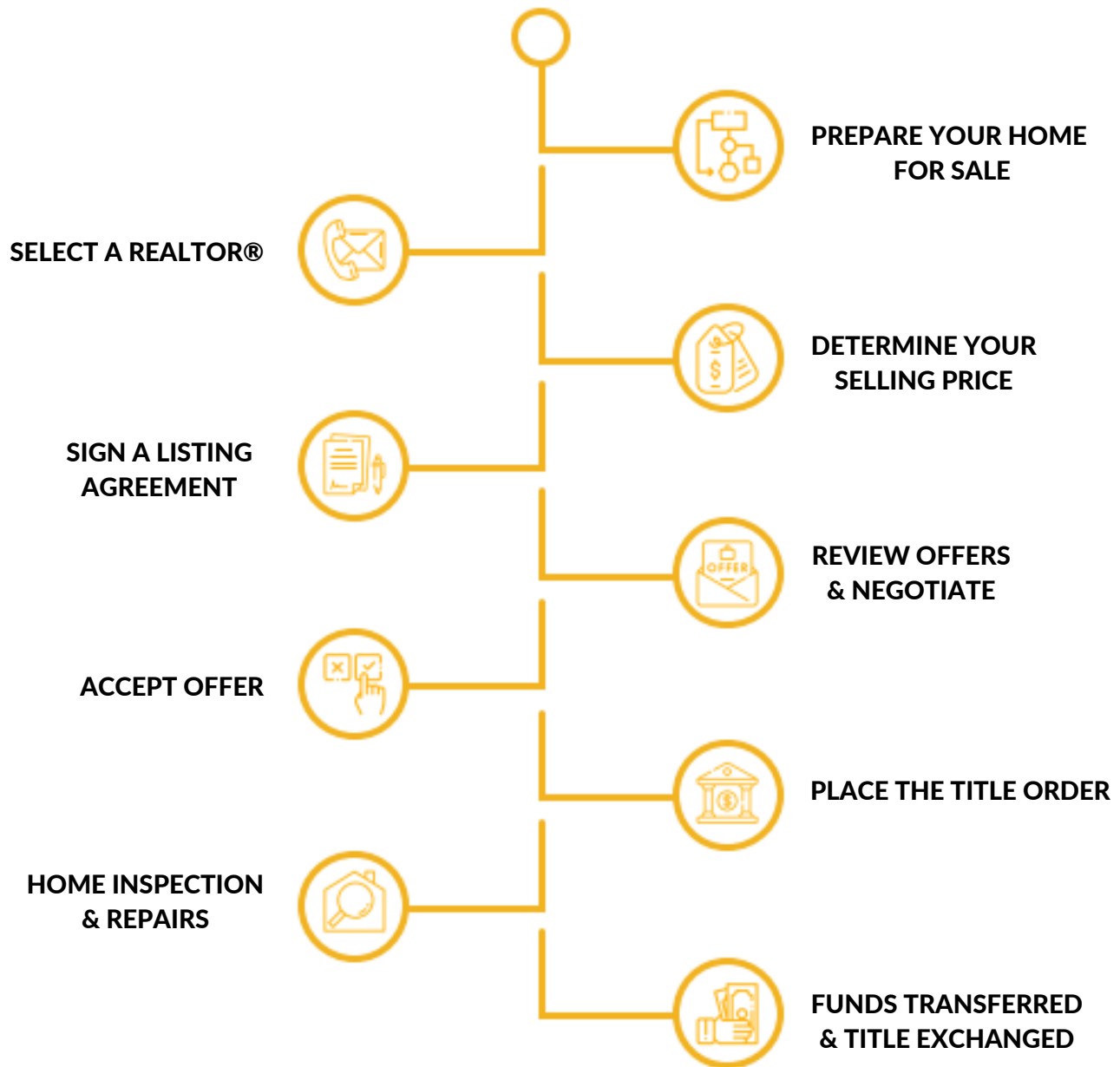
2725 Rocky Mountain Ave. #100
970.699.7360

Greeley

5202 W. 20th St. #200
970.324.2470



THE HOME SELLING PROCESS



YOUR HOME SELLING PARTNERS



REAL ESTATE AGENT



ESCROW OFFICER

BENEFITS OF WORKING WITH A REALTOR

The term “**REALTOR®**” identifies a real estate professional who is a member of the NATIONAL ASSOCIATION OF REALTORS® and abides by its strict Code of Ethics. They will direct, guide and represent you through the home-purchase process including:

- Monitoring the market for new listings and inform you of homes that meet your criteria
- Providing current and historical sales and listing data to help in gauging fair pricing
- Helping you explore financing options
- Preparing the Purchase Agreement according to your terms and ensure all documents are legally correct
- Negotiating price and other details of the offer in your best interest
- Ensuring that all disclosures are made
- Suggesting which professional inspections should or must be made on the property
- Handling any problems which may arise and recommend attorney services if necessary
- Overseeing the appraisal process
- Seeing that any repairs or requirements are met prior to the closing
- Accompanying you during the final walk-through
- Advising you as to any contractual changes which might be required prior to closing
- Keeping you fully informed of all activities that lead to the closing

REAL ESTATE DESIGNATIONS:

- ABR - Accredited Buyer Representative
- CBR - Certified Buyer Representative
- CRS - Certified Residential Specialist
- GRI - Graduate REALTOR® Institute
- MRP - Military Relocation Professional
- PSA - Pricing Strategy Advisor
- RENE - Real Estate Negotiation Expert
- CIPS - Certified International Property Specialist
- CPM - Certified Property Manager
- CMAS - Certified Mountain Area Specialist
- SRES - Seniors Real Estate Specialist



PREPARING YOUR HOME TO SELL

A home in pristine condition will attract more buyers, sell in the shortest period of time and better position your home for its highest value.

In addition to a clean and inviting appearance, invest the money up front to cover all repairs. Whatever you don't repair will be noted on the home inspection report. If the repair list is lengthy, some buyers may decide to back out of the agreement, or incorporate the cost of repairs into their negotiations.

To ensure your home shows at its best, here are a few suggestions:



- Take an objective account of condition inside and out
- Repair any damage throughout
- Deep clean – top to bottom
- Professionally clean flooring
- Clean all windows, repair screens and ensure windows open properly
- Repair ceiling leaks and stains



- Replace air filters
- Paint interior and exterior where necessary selecting neutral colors
- Ensure all plumbing and electrical elements are in excellent condition
- Clean and ensure proper condition of all kitchen appliances



- Remove clutter inside and outside
- Store worn furniture out of sight
- Remove personal items such as photos and knick-knacks
- Groom landscaping – trim and replant where necessary
- Enhance the entry way with potted plants and a new welcome mat

PREPARING YOUR HOME TO SHOW

When showing your home to prospective buyers a positive first impression is crucial. Take these steps to ensure your home shows at its best:

- Open up all drapes and blinds to let in as much light as possible and make rooms look larger
- Turn on the lights in all rooms, light candles for a fresh and fragrant ambiance
- At night turn on all porch lights
- Leave the house in perfect order, make beds, put away dishes and hang fresh bathroom towels
- Vacuum your home as much as possible to keep in showing condition
- Put away all children's toys and clutter
- Play soothing music, do not have the TV on
- Arrange fresh flowers/plants around the house tastefully
- Leave your home when it is being shown, However, make sure your agent can reach you to answer questions, etc.

RETURN ON YOUR HOME IMPROVEMENTS

When you're ready to sell your home, rely on the objective opinion of your realtor to offer suggestions on home improvements that will likely offer the highest return on your investment.

Below is a brief summary of upgrades that typically reap the highest return according to Realtor.com

HOME IMPROVEMENT	RETURN %
Upgrade the front door - replace, repaint, replace hardware	60%
Add more outdoor living space or enhance existing space by adding water features, outdoor fireplace or kitchen area, or new landscaping	73%
Add indoor living space, such as bedroom, bath, walk in closet	61%
Replace garage door	94%
Major kitchen remodel	58%
Minor kitchen remodel - repaint cabinets, replace counters, replace appliances	73%
Replace windows to be more energy efficient	76%
Upgrade the bathroom - new fixtures, mirrors, new paint, redo caulk around tub/shower, replace grout in tile flooring	64%

THE IMPORTANCE OF PRICING

Without a doubt, of all of the mistakes that a Seller can make, mispricing the home either too high or too low is the most harmful and costly. Price your home too low, the home will sell, and probably sell quickly, but you will lose money that is rightfully yours. Price the property too high and it will linger on the market and likely not sell, costing money in the form of interest, repairs, upkeep and added stress.

Your REALTOR® will work with you to select the list price that puts your home in the best competitive position to sell for the highest price in the least amount of time. Together, you will review homes like yours that have recently sold, are currently for sale, or have expired or been taken off the market.

The Buyer activity will likely occur within the first couple weeks of your home being on the market. Therefore, pricing it correctly at the onset increases a timely sale with less inconvenience and greater monetary return.

KEY REASONS TO PRICE PROPERLY:

A TIMELY SALE

Chances are that your home will ultimately sell at its fair market value. Pricing it properly at the onset simply increases the likelihood of a timely sale with less inconvenience and greater monetary return.

COMPETITION

Buyers educate themselves by viewing many properties and they will always look at a range of homes priced competitively. They know, or learn very quickly, what is a fair price. If your home is not competitive in value with those they have seen in the same price range, it simply will not sell.

REPUTATION

Overpricing causes most homes to remain on the market too long. Buyers and Agents become aware of the long exposure period and often are hesitant to make an offer because they fear something is wrong with the property. Homes on the market for a long period of time, historically sell for less than their fair market value.

INCONVENIENCE

If overpricing keeps your home from selling promptly, you may end up owning two homes, the one you are trying to sell and the new home you have already purchased. This can prove to be costly, worrisome and very inconvenient.

FOR AN ESTIMATE OF NET PROCEEDS FROM THE SALE OF YOUR HOME, CHECK WITH YOUR REALTOR®.

APPRAISALS & THEIR INFLUENCE

When you sell your house, and the Buyer is applying for a new loan in order to purchase the property. This shows the Buyer's Lender requires a licensed Appraiser to estimate the market value of the property to show the Lender that they are making a prudent decision lending the Buyer the money to buy your house.

Once the Buyer begins the new loan application process, the Lender will order the appraisal. In order to estimate the market value of your house, the Appraiser will research the sales comparables in your subdivision and/or your immediate area. Appraisers prefer to use sales which have sold within the past 6 months and are similar to yours in regard to square footage, year built and amenities (i.e. swimming pool, garage, single story).

The Appraiser will measure your home, take photographs, and examine your house for its condition, specific improvements and amenities. You can help the Appraiser by preparing a list of recent improvements and remodeling projects, and include their approximate costs. Some Appraisers will appreciate this information while others may not. However, if you prepare the information for buyers looking at your home, then providing it for the Appraiser will be a snap.

The Lender will receive a copy of the appraisal a few days after the appraiser has been to your home. You may be told that the Appraiser has some repair requirements before the lender can loan the Buyer any money on your house. In that case, you must repair these problems and the Appraiser will return for a reinspection at an additional cost.

If your home does not appraise for the asking price, your Buyer could renegotiate or walk away from the deal. This is why your original asking price should be accurate to the appraised value.

THE HOME INSPECTION PROCESS



HOME INSPECTION

A standard home inspection is a visual examination of the physical structure and major interior systems. It is not to be interpreted as a guarantee of any kind or an insurance policy on the condition of the property.

The inspector will review the easily-accessible exposed portions of the structure of the home including the roof, attic, walls, ceilings, floors, windows, doors, and foundation, as well as the heating/air conditioning systems, interior plumbing and electrical systems. Potential problems will be noted.

OTHER INSPECTIONS & TESTS THE BUYER MAY CONSIDER

- Lead Paint
- Termite
- Air Quality
- Fungi, mold and allergens
- Urea Formaldehyde Insulation
- Radon
- Well & Septic

13 SELLING MISTAKES TO AVOID

1. PRICING YOUR HOME TOO HIGH

A Real Estate Agent can research comparable sales in your area and advise you for the appropriate price range of your property.

2. TAKING AN INFLEXIBLE POSITION ON FINANCING

Have your Agent explain what financing options are available. Being flexible on financing terms may secure a better selling price, with other advantages as well.

3. ERRORS IN MARKET TIMING

Ask your Agent to determine whether the market cycle is poised to net you the most money.

4. NOT PROVIDING EASY ACCESS FOR SHOWINGS

There are many ways to show a home. "Appointment Only" is the most restrictive. Lock boxes (key safes) are the most accessible. If your home is easy for Agents to show, more prospective Buyers will see it, improving your odds of getting the deal you want. However, your specific lifestyle may not be compatible with frequent showings. Your Agent will help you determine a solution that will best fit your situation.

5. NOT UTILIZING CURRENT MARKET TECHNOLOGY

Make sure your Agent is up with the latest technology and resources available. Check around to see what technology is being utilized in your specific area. A good Agent will know where you can get the best exposure.

6. NOT "STAGING" YOUR PROPERTY CORRECTLY

Reference the sections on "Preparing Your Home To Sell" and "Preparing Your Home To Show" for tips on setting the stage for your home showings.

7. BELIEVING SELLING PROPERTY IS SEASONAL

Don't base your selling decision on a season. Properties sell all year long.

8. PRICING YOUR PROPERTY TOO LOW

Hiring an Agent ensures no money is left on the table.

9. BELIEVING YOUR AGENT IS NOT DOING THEIR JOB WHEN THERE AREN'T ANY OFFERS

If your home shows well, but hasn't generated any interested Buyers, it may be time to re-evaluate the price.

10. IGNORING THE IMPORTANCE OF FIRST IMPRESSIONS

Sales have been blown by unkempt lawns, cluttered closets, unpainted front doors, hard-to-work locks, blown light bulbs, bad colors, stains, unlit areas and bad smells. Spend time on the little things. Double up on your gardening, keep things cleaner than usual. Take serious control of your pets during this period.

11. NOT MAKING THE RIGHT KIND OF REPAIRS

Don't be tempted to make improvements prior to listing without consulting your Agent. Some upgrades will not yield any real increase in value, while others may increase property value substantially.

12. NOT GIVING THE SALES EFFORT ENOUGH TIME

You should never give too little time to what is inherently a long process. Homes may take 3-6 months to sell, in any market. Estimate how much time you have before you need to sell and then plan ahead to allow extra time. You don't want to be forced to accept a disappointing offer.

13. NOT SCREENING PROSPECTS ADEQUATELY

One of the best reasons for hiring an Agent is their ability to prequalify a prospect financially before valuable negotiation time is lost. More importantly, your Agent may discover when a prospect has an ulterior motive for shopping homes, other than purchasing.

WHEN AN OFFER IS ACCEPTED

When a buyer makes an offer on your home, the sales process begins. It will likely include the following:



PURCHASE CONTRACT PREPARED WITH OFFER

The Buyer's Agent will prepare the Purchase Contract on behalf of the buyer/s. This agreement will include the buyer's terms of the purchase including how much they are offering for the home and any contingencies, such as home inspections or Lender appraisal. Earnest money may also be included. Upon completion of the Purchase Contract, the Buyer's Agent will contact the Seller's Agent to present the offer.



OFFER IS ACCEPTED OR COUNTERED

The Seller will evaluate the offer then accept the terms or prepare a counter offer.



NET PROCEEDS

The Seller's Agent may prepare a Net Proceeds Statement for the Seller. This will detail the estimated costs to sell the home and how much the Seller will actually receive under the terms of the offer.



CLOSING PROCESS BEGINS

If the seller accepts, the closing process will begin. If the seller counters, the ball is back in the buyer's court and the buyer must decide if they will accept, reject, or counter the counter offer.



**BE READILY
AVAILABLE**

The offer process moves
quickly.

WHEN IN DOUBT, DISCLOSE

Sellers are obligated by law to disclose all known material facts about the property to the Buyer. The Colorado Association of REALTORS® Seller's Property Disclosure Statement ("SPDS") is designed to assist you in making these legally required disclosures and to avoid inadvertent nondisclosures of material facts.

WHAT MUST BE DISCLOSED?

Since the mid 1980s, many states have made it mandatory that a Seller disclose, to every potential Buyer, any existing problems or defects of which the Seller is aware. It is critical that all of the disclosures are in writing.

MAINTENANCE AND HOME IMPROVEMENT RECORDS

Have available all of the records with regard to maintenance service work, warranty work or improvements that you have made throughout the ownership of the home. Of particular interest will be roof replacement or repair, appliance repair, plumbing service and electrical work. If you have kept up with the proper service and maintained good records, most Buyers will see that as pride of ownership.



UTILITY BILLS

Most potential Buyers will want to know the approximate monthly utility bills. If you have all of the bills for gas, electricity, propane, sewage, garbage and water for the previous year, have them available. If you have not saved your bills, call each of the utility companies and ask for a printout of your bills for the previous 12 months.

WARRANTIES

Have all warranties available that are still in effect for appliances or other items for the home. This is especially important for roofs, pools, spas, electrical and major appliances.

LEGALITIES OF HOME PREPARATION

Some sellers try to cover up problems that exist within a home. Making a severe mistake of withholding pertinent information falls under the laws of Seller Disclosure.



UNDERSTANDING THE CLOSING PROCESS

The following explains the sequence of events involved in an escrow/closing process and what party involved is responsible. Your Escrow Officer is the “neutral third party.” Their job in the closing process is to gather all the documents and information from all involved parties to prepare for the transfer of the property.

STEP 1	Escrow Officer	Receives Purchase Contract with earnest money check and orders Title Commitment
STEP 2	Buyer	Has all inspections completed
STEP 3	Lender	Begins processing: Orders credit report, appraisal, deposits and verification of employment
STEP 4	Escrow Officer	Receives Title Commitment for review and distributes to all parties
STEP 5	Escrow Officer	Orders any statements for items requiring payoff per Title Commitment
STEP 6	Lender	Receives loan approval and orders loan documents to be sent to the Title Company
STEP 7	Escrow Officer	Prepares a Preliminary Settlement Statement/Closing Disclosure for review by parties
STEP 8	Seller	Signs Deed and other related real estate documents
STEP 9	Buyer	Signs loan/real estate documents and deposits funds required
STEP 10	Escrow Officer	Receives all funds from Buyer, Lender and Seller as applicable
STEP 11	Escrow Officer	Completes the file by disbursing all funds pursuant to the settlement statement
STEP 12	Escrow Officer	Records Deed, Deed of Trust and any additional documents requiring recording
STEP 13	Title Company	Issues title policies to Owner and Lender

TITLE INSURANCE EXPLAINED



WHAT IS TITLE INSURANCE?

Your lender must insure that the quality of the title to the property you are about to buy, and which you will pledge as security for the loan, is satisfactory. The Lender does this by obtaining a Lender's Policy of title insurance, often referred to as the ALTA Loan Policy.

The Lender's policy protects the Lender against loss due to unknown Title defects at the time of the sale and in the future. This policy only protects the Lender's interest. It does not protect you. That's why you need an Owner's Policy, which will be issued at the same time as the Lender's policy for a one-time fee.

WHAT TITLE INSURANCE PROTECTS AGAINST

Here are just a few of the most common hidden risks that can cause a Title issue:



- False impersonation of the true owner of the property
 - Forged deeds, releases of wills
 - Undisclosed or missing heirs
 - Mistakes in recording legal documents
 - Deeds by persons of unsound mind
 - Deeds by minors
 - Deeds by persons supposedly single, but in fact married
 - Liens for unpaid inheritance, income or gift taxes
 - Fraud
-



WHAT PROTECTION DOES TITLE INSURANCE PROVIDE AGAINST DEFECTS AND HIDDEN RISKS?

Title Insurance may pay for defending against lawsuits attacking your Title as insured, and may clear up Title problems or pay the losses. Your Title Insurance protects against title loss and hidden risks as long as the Policy remains in effect.

MOVING CHECKLIST

ADDRESS CHANGE

- ☐ Give forwarding address to Post Office 2 to 3 weeks before moving
 - ☐ Change credit card accounts, bank accounts, MVD, etc.
 - ☐ Subscriptions: Notice requires 6 to 8 weeks
 - ☐ Friends and relatives
-

BANK

- ☐ Transfer funds, arrange check-cashing in new city
 - ☐ Arrange credit references
-

INSURANCE

- ☐ Notify company of new location for coverages: life, health, fire and auto
 - ☐ Make sure homeowners' policy coverage for your new house is in place
-

MEDICAL, DENTAL, PRESCRIPTION HISTORIES

- ☐ Ask doctor and dentist for referrals, transfer needed for prescriptions, eyeglasses, x-rays
 - ☐ Obtain birth records, medical records, etc.
 - ☐ Arrange for medical services: doctor, dental, veterinarian, etc.
-

PETS

- ☐ Ask about regulations for licenses, vaccinations, tags, etc.
-

SCHOOLS

- ☐ Get school transcripts (some districts require that they be sent directly from the prior school)
-

UTILITY COMPANIES

- ☐ Notify gas, electric, water, telephone, sewage, and garbage companies
 - ☐ Get refunds on any deposits made
 - ☐ Return cable boxes
-

DON'T FORGET TO

- ☐ Carry jewelry and documents yourself, or use registered mail
- ☐ Double check closets, drawers, shelves to be sure they are empty
- ☐ Leave old keys, garage door openers, mail box keys, house plans and irrigation instructions
- ☐ Register to vote

UTILITIES GUIDE

DENVER METRO

UTILITIES

Cable/Internet/Phone:

Century Link	800.491.0118
Xfinity	800.934.6489
DIRECTV	800.531.5000
Dish Network	800.333.3474

Gas & Electric:

Xcel Energy	800.895.4999
IREA(Rural Areas)	800.332.9540
United Power	303.637.1300

Trash Services:

Waste Management	866.749.6476
Waste Connections	866.708.8359
Alpine Waste	303.744.9881
EDS Solutions	303.278.8600
Packman Disposal	303.288.5279

DMV

Aurora	303.344.8400
Boulder	303.442.3006
Broomfield	720.887.8396
Castle Rock	303.627.0985
Centennial	303.795.5954
Denver Central	303.937.9507
Denver N. East	303.373.0161
Evergreen	303.271.8100
Golden	720.497.1182
Lakewood	303.205.5609
Littleton	303.795.5954
Northglenn	720.929.8636
Parker	303.627.0985
Westminster	303.205.5600

WATER & SANITATION :

Arvada Water & Waste Dept.	720.898.7760
Aurora Water	303.739.7370
Boulder Water & Sewer	303.441.3260
Broomfield	303.443.6319
Castle Pines	303.688.8550
Castle Rock	720.733.6000
Centennial	303.791.0430
Cherry Creek Valley Water District	303.755.4474
Commerce City	303.288.2646
Denver Water Department	303.893.2444
Englewood Water & Sewer	303.762.2635
Federal Heights	303.428.3526
Highlands Ranch	303.791.0430
Lakewood	303.238.0451
Littleton	303.795.3751
Longmont	303.651.8664
Morrison	303.985.7895
Northglenn	303.450.8770
Parker	303.841.4627
Thornton	303.538.7370
Westminster	303.658.2405
Wheat Ridge	303.424.2844
Alameda Water & Sanitization	303.936.5313
Bancroft-Clover Water District	303.922.1113
Bonvue Water & Sanitization District	303.238.2851
Crestview Water & Sanitation	303.429.1881
Greatrock North Water & Sanitation	303.987.0835
Green Mountain Water District	303.985.1581
High View Water District	303.233.2182
Industrial Park Water District	303.287.1624
Left Hand Water District	303.530.4200
North Lincoln Water District	303.969.9394
North Pecos Water Department	303.429.5770
North Washington Street District	303.288.6664
Valley Water District	303.424.9661
Willowbrook Water & Sanitation	303.986.2275

GLOSSARY OF TERMS

APPRAISAL	An opinion of value based upon a factual analysis.
AMENDMENT	An alteration, addition, or correction to an agreement that does not change the principal idea or essence of the original agreement.
AMORTIZED LOAN	A loan that is completely paid off, interest and principal, by a series of regular payments that are equal or nearly equal. Also called a Level Payments Loan.
APPRECIATION	An increase in value of real estate. C.C. & R's The Covenants, Codes, and Restrictions of a subdivision or master planned community. These regulations grant the association the right to enforce certain aspects of the community (example: exterior colors or plantings).
CLOSING	The final settlement of a real estate transaction between the Buyer and Seller.
CHAIN OF TITLE	A summary or digest of the conveyances, transfers, and any other facts relied on as evidence of Title, together with any other elements of record which may affect the marketability of the Title.
CONDOMINIUM	A system of individual fee ownership of units combined with joint ownership of common area of the structure and the land.
CONVENTIONAL	A mortgage securing a loan made by investors without governmental Mortgage underwriting.
COUNTER OFFER	A rejection of an offer by a Seller along with an agreement to sell the property to the potential Buyer on terms differing from the original offer.
DEED	Written instrument which, when properly executed and delivered, conveys Title.
DEED OF TRUST	An instrument used in Colorado in place of a mortgage to secure the Lenders rights.
DISCOUNT POINTS	Additional charges made by a Lender at the time a loan is made. Points are measured as a percent of the loan, with each point equal to one percent. These additional interest charges are paid at the time a loan is closed to increase the rate of return to the lender so as to approximate the market level.
EARNEST MONEY	Down payment made by the buyer as evidence of good faith.
EASEMENT	Created by grant or agreement for a specific purpose, an easement is the right, privilege or interest which one party has in the land of another (example: rights of way, utility companies).
EQUITY	The market value of real property, less the amount of existing liens.
ESCROW	The deposit of instruments and funds with instructions (the Contract) to a third neutral party (Escrow Officer) to carry out the provisions of an agreement or contract; when everything is deposited to enable carrying out the instructions, it is called a complete or perfect escrow.

GLOSSARY OF TERMS

FHA LOAN	A loan which has been insured by the Federal Government.
IMPOUND ACCOUNT	Account held by the lender for payment of taxes, insurance, or other periodic debts against real property.
LEGAL DESCRIPTION	A description of land that complies with government surveys to thoroughly identify a specific parcel so that it, and its boundaries, cannot be mistaken for any other.
LIEN	A form of encumbrance which usually makes property security for the payment of a debt or discharge of an obligation (example: Judgments, taxes, mortgages, Deeds of Trust, etc.).
MORTGAGE	A legal agreement by which a bank or other creditor lends money at interest in exchange for taking title of the debtor's property, with the condition that the conveyance of title becomes void upon the payment of the debt.
ORIGINATION FEE	A fee charged to the borrower by the lending institution.
PERSONAL PROPERTY	Any property which is not real property, e.g. money, appliances, cars, boats, furniture, etc. In real estate, anything not permanently attached to the building is considered personal property.
PITI	A payment that includes Principal, Interest, Taxes, and Insurance.
POWER OF ATTORNEY	A legal document whereby a principal gives authority to another to act on their behalf. A specific form must be used in Colorado to create a Power of Attorney.
PROMISSORY NOTE	Following a loan commitment from the Lender, the borrower signs a note promising to repay the loan under stipulated terms. The Promissory Note establishes personal liability for its repayment.
QUIT CLAIM DEED	A deed operating as a release.
RECORDING	The official filing of documents with the County Recorder, making the transfer of property official.
SPECIAL ASSESSMENT	Legal charge against real estate by a public authority to pay cost of public improvements such as: Street lights, sidewalks, street improvements, etc.
S.P.D.S	Also referred to as Seller's Property Disclosure Statement. Sellers are required to disclose any problems that they are aware of that affect the property.
SUBDIVISION	A parcel of land that has been divided into smaller parts.
VA LOAN	A loan guaranteed by the Veteran's Administration.
WARRANTY DEED	A deed used to convey fee title to real property.
1031 EXCHANGE	A method enabling property owners to trade an investment property for another investment property (or properties) without paying capital gains taxes on the transaction.

This image shows a single sheet of white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.



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