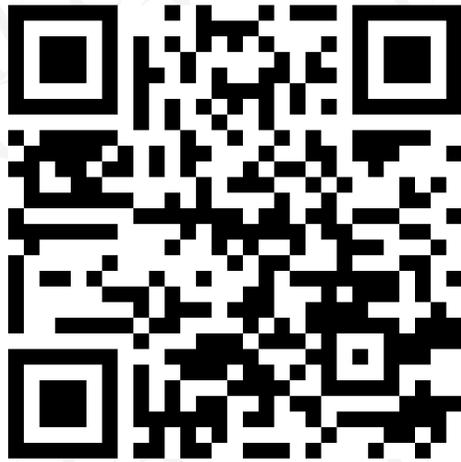


Oak &
Stone
REAL ESTATE

SELLER'S GUIDE



ASHLEY SZELESTEY-LONG
313-203-2392
ASHLEY@SNAPVALLEYHOMES.COM

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Intro to the Sales Process

Hi! Thanks so much for checking out my seller's guide. I hope this guide can provide you with a few tidbits of information to help you through this process. If you aren't much of a reader, feel free to scan the QR code on the cover page and check out my seller videos instead.

If you feel confident in the process, feel free to skip to the end of this packet and check out a copy of a listing contract so that you can wrap your head around the paperwork you'll be signing when you make the decision to list your home with me. I'd also suggest checking out the fee schedule on page five and a list of what you can expect from me as your agent on page seven.

Congratulations on your decision to sell your home! I'm excited to work with you! :)

Ashley Saelestey-Long



Pricing your Home

How do we Determine a List Price?

I'll jump right to everyone's first question...how much can I sell my home for? ;) We don't base our number off of the Zestimate (even though you want to). We will base it off of comparable homes that sold in your area. Why? Because comps are what appraisers use....and we want to list your home as close to the appraised value as we can.

Home Tour

Prior to coming to your home, I will prepare a home value analysis report for us to review together. We will price your home somewhere within the range of the sold prices on that report. Exactly where that range falls will be determined once I evaluate the condition of your home. Together, we will discuss how your home's condition compares to the others and make a decision on price.

Price Range

I will provide you with a sales price range (ex: \$215,000-\$225,000) and then ask you to pick the list price within that range. Should you wish to go outside of that range, be prepared to present me with a strong argument. ;) If we can't come to an agreement, then I will acquiesce and allow you to choose the price, but I will ask you to sign a form stating that you chose not to list your home within my suggested range.

Psychology of Pricing Low

I prefer to price slightly lower than what the appraised value will probably be. (Not too low, or you may not get what you actually want.) Low enough to create competition. A buyer may scoff at a high list price; however, they may pay that high price if they are the ones who came up with the idea or if they have to pay it to beat out the other offers.

Fee Schedule

It can be quite expensive to sell your home. Feel free to choose the commission schedule that fits your needs and budget. Please note that I do not offer a la carte services.



Standard Listing 6%

Traditional, full service listing: Professional photography, video marketing, social media advertising and marketing (including paid ads), pre-listing inspection, open houses, showing services, buyer procurement, document prep, negotiations, optional moving help. Commission is evenly split between the listing broker and the selling broker.



Smart Seller 3%

All standard listing services are included; however, if you bring an agent-less buyer to the table, you will save 50% on commission.



Premium Listing 7%

Standard listing services plus professional staging and cleaning and a three night stay in a hotel or AirBnb during the first showing weekend.



Closing Costs

Just like purchasing a home, there are additional closing costs associated with selling. You will need to pay for title insurance/fees and a state and city transfer tax. I will provide an estimate of these costs at our listing appointment. Additionally, if there are any back taxes, unpaid water bills, or liens on the property, they will need to be paid at or prior to closing.

The Seller's Role

You can be as involved or un-involved in this process as you'd like. I will accommodate to fit your needs. However, there are a few areas in which I need your help to make sure your home sells and sells for as much money as possible given the condition and the comps.



Seller Checklist

- Clean and Declutter as much as possible.
- Lock away all personal and valuable items.
- Provide me with a copy of your house keys.
- Arrange for you and your animals to be elsewhere during showings.
- Fill out all disclosure forms as honestly and accurately as possible.

Lockboxes

Some people aren't comfortable with the idea of a lockbox. However, making showings as easy as possible is essential to selling your home. I will install an electronic lockbox to ensure that we have a record of who is entering your home and at what time.

Repairs

We will have a discussion about your particular situation. Many times, repairing your home won't be a worthwhile return on investment. I will order a pre-listing inspection to see if we have any major issues that will arise. I'd also like to take care of possible FHA repairs ahead of listing the home.

The Agent's Role

I love what I do and will go above and beyond to market your home. If you'd like me to add a marketing strategy or are curious why one isn't on the list, talk to me! :)

Photo/Video Marketing

Once your home is thoroughly cleaned and decluttered, I will schedule and pay for a professional photographer to take pictures of the home. During the photography session, I will also film a home tour video to highlight the best aspects of your home.

Pre-Listing Inspection

In order to avoid being surprised during the buyer's inspection and have them possibly pull out of the deal, I will schedule and pay for an inspection prior to going on the market. This inspection will help us determine if we need to make a price adjustment or any repairs prior to going live on the market.

Open Houses

Ideally, we will list the home on a Wednesday, go live on Thursday, and host an open house on Saturday afternoon, possibly Sunday as well. I will send invitations to the neighbors and market the open house via street signs, social media, and all housing search sites. I will also bring one of my lender partners to help any prospective buyers who might need a mortgage approval.

Advertisements

Not only will I saturate mine, my coworkers', and my brokerage's social media, but I will pay for targeted Facebook, Google, and Instagram ads to be sent out to people who are likely interested in a home like yours. Once your home is live on the market, it will be sent to all third party sites such as Zillow, Redfin, Realtor.Com, etc. I will also place a large sign in your yard and field phone calls that come from that sign.

Reverse Prospecting

A few hours after your home is live, I will have access to a report that shows me all agents who have buyers who are interested in a home like yours. I will then contact all of those agents to make sure they see your listing and offer it to their buyers. I will also contact any realtor who shows the home to see if they are interested as well as everyone who provided contact info at the open house.

Communication

You can expect a daily report from me concerning the activity on your home. If you'd like me to communicate less, I can do that too. As soon as I receive an offer in my inbox, I will present it to you. You are able to accept/reject offers as they come in, or we can wait and discuss all offers at one time. I am available to you at all times when your home is live; I ask that you also make yourself available to me during this time as well.

Market Prep

The state of the market will determine how much work you need to do to get your home ready to sell. However, even in a seller's market, your home needs to be presentable if you want to make top dollar. If you need help preparing your home, I'd be more than happy to assist. The first row is essential; the bottom row is suggested.



Declutter

The single most important part to prepping your home is to declutter your home. Remove as many non-furniture items as possible. Move them all into one room or closet, or get a storage unit if necessary. Clear your counters and your floors. Make the beds. Organize your personal items.



Clean

Mop and/or vacuum. Wipe the counters. Do the dishes. Clean all surfaces. Deep clean the bathrooms and kitchen. Remove dog poo from the yard.



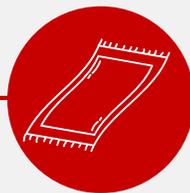
Freshen

A nice smelling home is extremely important. Make cookies. Light a candle warmer. Febreze everything. Clean the animal cages, food bowls, litter boxes. Put Damprid in the basement.



Finishes

Make sure all vents are covered and face plates are on the light switches and outlets. Cover any exposed wires. Replace any missing or broken trim.



Walls and Floors

If the carpet is noticeably dirty, stinky, or outdated, I would replace it. New carpet makes a world of difference. Also consider painting the walls a fresh, neutral color. You'd be surprised at how buyers respond to fresh and neutral walls and floors.



Landscaping

Curb appeal makes a world of difference. If you don't have the time or money to give your yard a makeover, at least pull the weeds, cut the grass, and add fresh mulch around the house.

What to Expect While on Market

Showings

Be prepared to have quite a few strangers walking through your home for at least a week, maybe more, maybe less. You can expect anywhere from 5-50 showings during the time your home is on the market. During a seller's market, your home will be live for ten days or less (four days for a hot house in a hot market). During a buyer's market, it may be live for a little over a month. During a neutral market, it'll be live for 15-30 days. Regardless of the market, my goal is to have an offer by the end of the first week so that we can end the showings and you can relax.

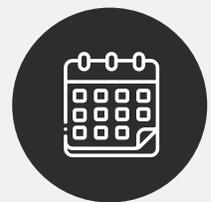
Feedback

Even though you might be in love with your home, some buyers may not be. I will collect feedback from everyone who enters your home and share with you the market's overall impression of your house. It's possible we will need to make some changes after reviewing the feedback...but please don't take it personally. Buyers are simply trying to envision themselves in the home, and their tastes and ideas may be much different from yours.



Tip 1

You will need to clean up the house before each set of showings. So, I suggest getting out of town for a weekend trip (or longer) if possible to avoid the headache of having to clean over and over.



Tip 2

Customize the showing schedule so that you are out of the house when potential buyers come through. You don't have to allow access at all hours of every day. Also, you being in the house when buyers are touring makes the experience extremely awkward for the buyer. ;)

Price Adjustments

Depending on the activity and feedback, we may need to adjust the list price a little or a lot. We will initially price it based on the comps to make sure we are listing it as close to the potential appraised value as possible. However, the market will tell us if we've listed too high.

5-10% Adjustment

If we have a lot of activity on the home (meaning several showings and inquiries) but no offers in the first week, we need to make a price adjustment. The sooner we make this adjustment, the better. We have more leverage early in the process.

20% Reduction

If we have no activity and no offers within the first week, we've grossly overpriced the home and need to reduce asap. Hopefully, we will be able to have a reasonable discussion during our listing appointment to avoid such a mistake in the list price. However, some sellers just don't believe it until they see it. ;)

Reviewing Offers



Vetting the Buyer

Before presenting offers to you, I will call the buyer's lender and get as much information as I can. Too many deals fall through because the buyer ended up not being able to secure financing. If the buyer seems risky, I will let you know and advise against accepting that offer or at least warn you of the risks of accepting it.



Financing

A cash buyer is ideal simply because we don't have to cross the appraisal hurdle. Appraisals can hurt a deal either by valuing the home at less than purchase price or by requiring repairs before the loan can close. FHA buyers have much stricter appraisal requirements than conventional buyers. If your home doesn't have any obvious FHA issues, then those buyers are equal to conventional buyers.



Price

A higher price doesn't always make the offer better. If the buyer isn't offering an appraisal guarantee, then an offer more than 5k over asking is almost pointless. We will analyze each offer as a whole to see which is the best.



Inspection Contingency

Any buyer who completely waives the inspection is removing one of the biggest hurdles in the process. Not only are they waiving an inspection, but they are waiving their right to contractually back out of the deal. If they do choose to have an inspection, the shorter the period the better simply because we can put the house back on the market quickly if we don't pass inspection.



EXCLUSIVE LISTING AGREEMENT

CONTRACT DATE: _____ through EXPIRATION on _____ at 11:59 PM
BROKERAGE FIRM: Oak and Stone Real Estate ("Broker") OFFICE PHONE: (248) 266-0584
ADDRESS OF FIRM: 408 East Street, Rochester, MI 48307
DESIGNATED AGENT(S) Ashley Szelestey-Long ("Agent")
AGENT'S EMAIL ADDRESS: ashley@snapvalleyhomes.com AGENT'S PHONE: (313) 204-2392
SUPERVISORY BROKER(S): _____ ("Supervisory Broker")
SELLER(S): _____ ("Seller")
SELLER'S HOME ADDRESS: _____
SELLER'S EMAIL ADDRESS: _____ SELLER'S PHONE: _____

1. AGREEMENT: In consideration of the agreement of Oak & Stone Real Estate (Broker) to market Seller's property and to use its best efforts to find a buyer, Seller gives Broker the exclusive right to offer for sale and to sell the property for the listing period stated above. In consideration for exclusive sale rights, Broker agrees to use reasonable efforts to sell the property, to present the property to other REALTOR® companies through a multiple listing service and to engage in marketing efforts to expose the property. Oak & Stone Real Estate and Seller hereby designate the Agent(s) listed above as Seller's Designated Agent. Seller shall have an agency relationship with ONLY Broker, Designated Agent and Supervisory Broker named above.

2. PROPERTY: The property is located in the [] Village, [] Township, [] City of _____, Michigan. Commonly known as Street Address: _____, with the following legal description: _____ ("Property").

3. YEAR BUILT: _____ Must check one of the following:
[] Seller represents and warrants that the Property was built in 1978 or later and that therefore the federally mandated lead-based paint disclosure regulations do not apply to this Property.
[] Seller represents and warrants that the Property was built before 1978 and that therefore the federally mandated lead-based paint disclosure regulations do apply to this Property.

4. PRICE/TERMS: Brokerage Firm is authorized to sell the Property for the sum of \$ _____, The price includes, if any, all buildings; all fixtures; all gas, oil, and mineral rights owned by Seller; built-in appliances; light fixtures and fans; plumbing fixtures; water softener (if owned); heating and cooling fixtures; electrical fixtures; radio and television antennas and any mechanical controls; TV mounts, built-in speakers, hardwired security cameras, electronic locks, electronic/camera doorbell; shutters, window treatments with mounting hardware and awnings; attached floor coverings; attached fireplace doors and screens; garage door opener and controls; screens, storm windows and doors; landscaping, fences, and mailboxes, and including: _____
Seller excludes the following items: _____

5. COMPENSATION: Seller agrees to pay Broker the following compensation for marketing, negotiation, and consultation services:
A. BROKER COMMISSION: If during the term of this listing anyone produces a buyer ready, willing and able to purchase the Property at the listed price and terms or for any other price, terms or exchange to which Seller consents to in writing, Seller agrees to pay Brokerage Firm a total commission equal to _____% of the gross sale price OR a flat fee equal to \$ _____. The Commission is due and payable by Seller to Broker upon consummation of the sale of the Property to a buyer obtained by anyone during the term of tis Contract. Further, if within _____ months after the expiration of this agreement, Seller sells, trades or exchanges the Property to anyone introduced to the Property during the listing term, the stated compensation will be paid by Seller to Brokerage Firm, unless at the time of the sale, the Property is listed with another REALTOR®. It is also agreed that in the event of a trade or exchange, Brokerage Firm is authorized to represent and receive compensation from both parties to the transaction. The sale commission is also due and payable if during the term of this contract Seller refuses to sell to a ready, willing, and able buyer who offers to purchase the property for sellers previously agreed upon price and terms.

- B. COOPERATION:** Seller acknowledges and agrees that Oak & Stone (Broker) shall offer cooperation to subagents, buyer's agents, and/or transaction coordinators that will represent the interest of the buyer clients. Seller further acknowledges that a portion of the compensation may be offered to a cooperating broker upon consummation of the sale of the property.
- C. FORFEITURE:** Seller agrees that if a transaction is not consummated because of the buyer's failure to perform and an earnest money deposit is forfeited, _____% of the forfeited amount, up to the amount of compensation due to Broker from Seller upon consummation of transaction, shall be paid to Broker for services rendered in connection with the transaction. Seller understands that, under all circumstances, including default, Broker and Escrow Agent will not disburse earnest money funds to either party until both parties have executed an agreement authorizing the disbursement or until a court of competent jurisdiction has directed a disbursement.
- 6. PARTICIPATING IN MULTIPLE LISTING SERVICE:** Seller authorizes Brokerage Firm to file this listing with any multiple listing service or another medium selected by Brokerage Firm and provide any such multiple listing service with a copy of this agreement, any changes to this agreement and any post-closing information, including the sale price.
- 7. TITLE:** Seller represents the title to the Property to be good and marketable title and Seller will execute and deliver a Warranty Deed, Land Contract, or other instruments of assignment or conveyance as shall be required. By agreement on a subsequent purchase agreement, Seller will provide at Seller's cost an owner's title insurance policy in the amount of the purchase price.
- 8. SHOWING/SIGNS:** Brokerage Firm may photograph the Property and publish pictures, advertise the availability of the Property through any medium, place a "for sale" sign on the Property and remove other "for sale" signs and show the Property at reasonable hours. Seller acknowledges that the use of certain advertising will result in the contents of the Property being made known to third parties and consents to such advertising. Brokerage Firm is not responsible for the security of the Property. Seller releases and holds harmless Brokerage Firm and its agents and cooperating agents, from any liability for loss or damage to property by third parties, such obligation to include, but not be limited to, reasonable attorneys' fees and costs.
- 9. LOCKBOX ACCESS:** Seller DOES DOES NOT authorize a lockbox to be placed on the Property in order to permit showings of the Property by other real estate licensees and to enable service providers to perform services in conjunction with a proposed sale of the property. Seller shall not disclose confidences to any other real estate licensee that Seller would not disclose to a potential buyer. Seller releases and holds harmless Brokerage Firm and its agents and cooperating agents from any and all liability as a result of injury to person(s) or damage or loss to property arising out of Seller's grant of access pursuant to this paragraph, such obligation to include, but not be limited to, reasonable attorneys' fees and costs.
- 10. REFERRAL:** Seller agrees to refer to Brokerage Firm all inquiries received concerning the Property during the period of this agreement.
- 11. ADDITIONAL OFFERS:** Once Seller and a Buyer enter into a binding sales contract, Seller may not accept another offer, however Brokerage Firm may present other offers to Seller as back-up offers to be considered in the event that the originally accepted offeror does not perform.
- 12. POSSESSION:** Possession to be given _____ after close of the sale, subject to rights of present tenants, if any. An occupancy charge, if any, may be agreed upon by Seller and the buyer.
- 13. CITIZENSHIP:** Seller is a United States citizen. YES NO
- 14. HEIRS:** This agreement shall be binding on the heirs, personal representatives, administrators, executors, assigns and successors of Seller.
- 15. NON-DISCRIMINATION:** Brokerage Firm is an Equal Housing Opportunity company. It is agreed by Brokerage Firm and Seller, parties to this agreement, that as required by law, discrimination because of religion, race, color, national origin, age, sex, disability, family status, or marital status by said parties in respect to the sale or lease of the Property is PROHIBITED. Local ordinances may offer protection against additional discrimination.
- 16. DEFAULT:** If a sale is not consummated because of Seller's refusal to perform, then the total agreed upon compensation shall be due and payable upon such refusal.
- 17. LIABILITY:** Seller agrees to hold Broker and Agent harmless in the event of either A) the subject property is damaged and/or, B) an injury occurs on subject property, during the term of this agreement.

18. **INDEMNIFICATION:** Seller shall indemnify and hold harmless Brokerage Firm and Brokerage Firm's agents and cooperating brokers and agents from any all liability for any reason as a result of injury to person(s) or damage or loss to property arising out of showing of Seller's home pursuant to this listing.
19. **WIRE FRAUD:** In addition, before Purchaser or Seller wires any funds to any party including Purchaser or Seller's attorney, title/escrow company, mortgage broker or real estate broker personally call them to confirm the information is legitimate. To the extent that buyer or seller fail to comply with these standards, each respective party agrees to hold Oak and Stone Real Estate harmless.
20. **AUDIO/VIDEO SURVEILLANCE:** Michigan law requires the consent of all parties to record conversations through devices that have audio recording capabilities. Seller must provide disclosure of all video recording devices in use on the premises. Seller shall disclose the use of audio and/or visual surveillance devices in writing to prospective buyers and cooperating brokers.
21. **REPRESENTATIONS:** Seller hereby acknowledges that Brokerage Firm is relying upon the representations, whether oral or written, made by Seller with respect to the Property. Seller warrants to Brokerage Firm that any representation Seller has made or shall hereafter make are true and Designated Agent is authorized to make such representations to prospective buyers.
22. **BROKER REVIEW & COMPLIANCE:** To comply with best practices and to provide safeguards to all parties, Oak & Stone Real Estate (Broker) will audit the closing file upon successful closing and retain records for this transaction. **\$395.00** will be collected from Seller at closing for a Broker Review & Compliance fee. A portion of this fee will be shared with the Designated Agent at Broker's discretion.
23. **SELLER DISCLOSURE:** Seller agrees to provide the buyer a "Seller's Disclosure Statement" prior to accepting a Buy and Sell Agreement from the buyer, unless the transaction is exempt under Michigan law. Seller agrees to release and hold harmless Brokerage Firm and its agents and subagents, from any liability arising as a result of Seller's failure to comply with Seller's disclosure obligations at law, such obligations to include, but not be limited to, reasonable attorney fees and costs.
24. **LIMITATION:** Seller and Broker agree that all claims or lawsuits between the parties relating to this agreement must be filed no more than six (6) months after the date of termination of this agreement. The parties waive any statute of limitations to the contrary.
25. **ELECTRONIC COMMUNICATIONS:** The parties agree that this agreement, any amendment, or modification of this agreement and/or any written notice or communication in connection with this agreement may be delivered by electronic mail or by fax via the contact information set forth above. Any such communication shall be deemed delivered at the time it is sent or transmitted. The parties agree that the electronic signatures and initials shall be deemed to be valid and binding upon the parties as if the original signatures or initials were present in the documents in the handwriting of each party.
26. **MERGER:** This agreement constitutes the entire agreement between the parties, and any prior agreements, whether oral or written, have been merged and integrated into this agreement.
27. **SIGNATORIES/COUNTERPARTS:** The undersigned Seller represents that all parties in title are a signatory on this agreement. This agreement may be signed in any number of counterparts.
28. **CANCELLATION:** This agreement can be CANCELLED or REVOKED only by mutual consent in writing.
29. **RECEIPT:** Seller has read this agreement and acknowledges receipt of a completed copy of this agreement.

30. **ADDITIONAL TERMS AND CONDITIONS:** _____

AGENT: _____
 Print: Ashley Szelestey-Long

SELLER: _____
 Print:

BROKER: OAK & STONE REAL ESTATE _____

SELLER: _____
 Print:

Seller's Disclosure Statement

Property Address: _____ Street _____ City, Village or Township _____

5. **Septic tanks/drain fields:** Condition, if known: _____
6. **Heating system:** Type/approximate age: _____
7. **Plumbing system:** Type: copper _____ galvanized _____ other _____
Any known problems? _____
8. **Electrical system:** Any known problems? _____
9. **History of Infestation,** if any: (termites, carpenter ants, etc.) _____
10. **Environmental problems:** Are you aware of any substances, materials or products that may be an environmental hazard such as, but not limited to, asbestos, radon gas, formaldehyde, lead-based paint, fuel or chemical storage tanks and contaminated soil on property.
Unknown _____ yes _____ no _____

- If yes, please explain: _____
11. **Flood Insurance:** Do you have flood insurance on the property? unknown _____ yes _____ no _____
12. **Mineral Rights:** Do you own the mineral rights? unknown _____ yes _____ no _____

Other Items: Are you aware of any of the following:

- Features of property shared in common with the adjoining landowners, such as walls, fences, roads and driveways, or other features whose use or responsibility for maintenance may have an effect on the property? unknown _____ yes _____ no _____
- Any encroachments, easements, zoning violations or nonconforming uses? unknown _____ yes _____ no _____
- Any "common areas" (facilities like pools, tennis courts, walkways, or other areas co-owned with others) or a homeowners' association that has any authority over the property? unknown _____ yes _____ no _____
- Structural modifications, alterations, or repairs made without necessary permits or licensed contractors? unknown _____ yes _____ no _____
- Settling, flooding, drainage, structural, or grading problems? unknown _____ yes _____ no _____
- Major damage to the property from fire, wind, floods, or landslides? unknown _____ yes _____ no _____
- Any underground storage tanks? unknown _____ yes _____ no _____
- Farm or farm operation in the vicinity; or proximity to a landfill, airport, shooting range, etc.? unknown _____ yes _____ no _____
- Any outstanding utility assessments or fees, including any natural gas main extension surcharge? unknown _____ yes _____ no _____
- Any outstanding municipal assessments or fees? unknown _____ yes _____ no _____
- Any pending litigation that could affect the property or the Seller's right to convey the property? unknown _____ yes _____ no _____

If the answer to any of these questions is yes, please explain. Attach additional sheets, if necessary: _____

The Seller has lived in the residence on the property from _____ (date) to _____ (date).
The Seller has owned the property since _____ (date).

The Seller has indicated above the conditions of all the items based on information known to the Seller. If any changes occur in the structural/mechanical/appliance systems of this property from the date of this form to the date of closing, Seller will immediately disclose the changes to Buyer. In no event shall the parties hold the Broker liable for any representations not directly made by the Broker or Broker's Agent.

Seller certifies that the information in this statement is true and correct to the best of Seller's knowledge as of the date of Seller's signature.

BUYER SHOULD OBTAIN PROFESSIONAL ADVICE AND INSPECTIONS OF THE PROPERTY TO MORE FULLY DETERMINE THE CONDITION OF THE PROPERTY. THESE INSPECTIONS SHOULD TAKE INDOOR AIR AND WATER QUALITY INTO ACCOUNT, AS WELL AS ANY EVIDENCE OF UNUSUALLY HIGH LEVELS OF POTENTIAL ALLERGENS INCLUDING, BUT NOT LIMITED TO, HOUSEHOLD MOLD, MILDEW AND BACTERIA.

BUYERS ARE ADVISED THAT CERTAIN INFORMATION COMPILED PURSUANT TO THE SEX OFFENDERS REGISTRATION ACT, 1994 PA 295, MCL 28,721 TO 28.732 IS AVAILABLE TO THE PUBLIC BUYERS SEEKING SUCH INFORMATION SHOULD CONTACT THE APPROPRIATE LOCAL LAW ENFORCEMENT AGENCY OR SHERIFF'S DEPARTMENT DIRECTLY.

BUYER IS ADVISED THAT THE STATE EQUALIZED VALUE OF THE PROPERTY, PRINCIPAL RESIDENCE EXEMPTION INFORMATION, AND OTHER REAL PROPERTY TAX INFORMATION IS AVAILABLE FROM THE APPROPRIATE LOCAL ASSESSOR'S OFFICE. **BUYER SHOULD NOT ASSUME THAT BUYER'S FUTURE TAX BILLS ON THE PROPERTY WILL BE THE SAME AS THE SELLER'S PRESENT TAX BILLS. UNDER MICHIGAN LAW, REAL PROPERTY TAX OBLIGATIONS CAN CHANGE SIGNIFICANTLY WHEN PROPERTY IS TRANSFERRED.**

Seller _____ Date: _____

Seller _____ Date: _____

Buyer has read and acknowledges receipt of this statement.

Buyer _____ Date: _____ Time _____

Buyer _____ Date: _____ Time _____

Disclaimer: This form is provided as a service of Michigan Realtors®. Please review both the form and details of the particular transaction to ensure that each section is appropriate for the transaction. Michigan Realtors® is not responsible for use or misuse of form for misrepresentation or for warranties made in connection with the form.



LEAD-BASED PAINT SELLER'S DISCLOSURE FORM

Property Address _____
Street

_____ MICHIGAN
City, Village, Township

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 reproduce permanent neurological damage, including learning disabilities, reduced intelligent 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 know lead-based paint hazards. A risk assessment or inspection for possible lead-based paint hazards is recommended prior to purchase.

I. Seller's Disclosure (initial)

_____ (a) 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 housing (explain):

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

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

- Seller has provided the purchaser with all available records and reports pertaining to lead-based paint and/or lead-based paint hazards in the housing (list documents below):

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

Seller certifies that to the best of his/her knowledge, the Seller's statement above are true and accurate.

Date: _____ Seller(s)
Date: _____

II. Agent's Acknowledgment (initial)

_____ 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.

Agent certifies that to the best of his/her knowledge, the Agent's statement above is true and accurate.

Agent

Date: _____

III. Purchaser's Acknowledgment (initial)

_____ (a) Purchaser has received copies of all information listed above.

_____ (b) Purchaser has received the federally approved pamphlet *Protect Your Family From Lead In Your Home*.

_____ (c) Purchaser has (check one below):

- Received a 10-day opportunity (or other mutually agreed upon period) to conduct a risk assessment or inspection of the presence of lead-based paint 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.

Purchaser certifies to the best of his/her knowledge, the Purchaser's statements above are true and accurate.

Purchaser(s)

Date: _____

Date: _____