

403 SHERWOOD FOREST LANE

UNIT 2-9 | SAUGUS | 01906



LIST PRICE \$445,000

Gorgeous end unit townhouse at Sherwood Forest! Drenched in natural light, featuring a lovely open floor plan with leafy views of the pond, a perfect place to call home. Spacious kitchen with bay window boasts stainless appliances, granite counter tops, glass tile backsplash, tile floors and a beautifully framed eat in area. Half bath and "den" on first floor make this a great spot to "age in place". Light colors and lush wall to wall carpet make this master bedroom a perfect spot for relaxation. Master bath is both elegant and efficient. Second bedroom is well sized with its own en-suite bath, wall to wall carpet and generous closet, a rare find. Third floor finished multi-purpose room could serve as a third bedroom. Finished lower level is oversized for relaxed gatherings with full bath, laundry, bar area and access to outdoor space abutting the pond. Impeccably maintained with updates to kitchen, baths, all with beautiful appointments. Two deeded parking spots, meticulous outdoor spaces and unparalleled location make this an easy choice!

KIM IZZI

Linda O' & Alison Group

617.763.4034

LEADINGEDGE

Out front. And always behind you.

536 MAIN STREET, MELROSE | 781.979.0100

403 SHERWOOD FOREST LANE, U2-9 | SAUGUS



Living Room	16x15	1st	Wood
Dining Room	10x10	1st	Wood
Den	14x12	1st	W/W
Kitchen	14x12	1st	Tile
Bathroom	Half	1st	Tile
Master Bedroom	15x14	2nd	W/W
Master Bathroom	Full	2nd	Tile
Bedroom	12x12	2nd	W/W
Bathroom	Full	2nd	Tile
Bedroom	24x18	3rd	W/W
Bathroom	Full	LL	Laminate
Family Room	27x23	LL	Laminate

Condo Fee Includes: Master Insurance, Swimming Pool, Exterior Maintenance, Road Maintenance, Landscaping & Snow Removal - Additional \$40/mo for Geothermal Maintenance

Style	Townhouse
Year Built	1985
Rooms	7+
Bedrooms	3
Bathrooms	3 Full 1 Half
Living Area*	2,532 sq/ft

AC	Central
Heat	FHA Geothermal
Hot Water	Electric Tank
Sump Pump	No
Central Vacuum	Yes
Insulation	Unknown
Electric	CB
Fenced Yard	No
Sewer/Water	City/Town
School	Apply

Condo Fee	\$450 + \$40 (Geo)
Owner Occupied	17 of 18 units
Condo % Interest	7.78%
Pet Policy	Yes w/ restrictions
Condo Questionnaire	No
Special Assessments	None
Management Co.	Eastern Prop. Mgmt. 781-231-3133

Color	Brown
Exterior	Clapboard Wood
Roof	Asphalt
Foundation	Concrete
Fireplace	No
Parking	2c Parking 9A & 9B

Range	Yes Electric
Dishwasher	Yes
Disposal	Yes
Microwave	Yes
Laundry Connection	LL Electric

Assessed Value	\$398,700
Annual Tax	\$4,856.17
Monthly Tax	\$404.680
Master Book/ Page	7656/067
Master Deed Date	2/7/1985

Exclusions: See Inclusion/Exclusion Sheet. **Disclosures:** *Living Area includes all four levels, see floor plans. No closet in 3rd fl BR. Room measurements are estimated and vary between listing info & floor plans. We ask that anyone who wants to make an offer read our letter on offers and home inspections (visit AgentExpertise.com). This home, like all of our properties, is being sold "as is". Buyers need to understand that a home inspection is not done so that buyers can ask sellers to compensate them for the perfect house, but to ensure that buyers know what problems they should expect to address during their ownership; make offers accordingly. We mean it and will negotiate for radon & active termites ONLY. Some lenders & pre-approvals are problematic; please contact us for reliable lenders. When making offers please attach Leading Edge Rider which states that only a mutually agreeable purchase and sale will act as a binding agreement and purchase is not contingent on the sale of any assets.

BUYER'S INITIALS

INCLUSION/EXCLUSION SHEET FOR: 403 Sherwood Forest Ln Saugus MA 01906

ITEM	INCLUDED	EXCLUDED	N/A
REFRIGERATOR	X		
RANGE (STOVE)	X		
MICROWAVE	X		
DISHWASHER	X		
COMPACTOR			
A/C (PORTABLE/WNDW)			
WASHER	X		
DRYER	X		
DINING RM LIGHT	X		
OTHER LIGHT FIXTURES			
DRAPES/WNDW TREATMENTS CURTAINS/HARDWARE	X		
FIREPLACE SCREEN & EQUIPMENT			
SWINGSET			
SHED			
PLAY STRUCTURE			
PLANTS/WINDOW BOXES			
STEREO SPEAKERS			
C/VAC ATTACHMENTS	X		
POOL EQUIPMENT			
TV & MOUNTS			
OTHER			

SELLER	<i>Deborah Cavanaugh</i>	dotoop verified 06/18/19 2:07 PM EDT VWNT-LJNW-NEHH-D9WL	DATE _____
SELLER			DATE _____
BUYER			DATE _____
BUYER			DATE _____

Note: Real Estate law stipulates that anything that is attached to the house must remain with the property unless excluded. E.g. Only window treatments that are permanently attached would stay if not excluded. Only the window treatment hardware that is attached would be expected to stay unless otherwise negotiated. Note refrigerators with ice-makers are plumbed into house and will require disconnection to be moved but can be excluded.

LEADING EDGE
REAL ESTATE



MASSACHUSETTS ASSOCIATION of REALTORS®

MASSACHUSETTS ASSOCIATION OF REALTORS® SELLER'S STATEMENT OF PROPERTY CONDITION

THE SELLER AUTHORIZES THE BROKERS OR SALESPERSONS TO PROVIDE THE FOLLOWING INFORMATION TO PROSPECTIVE BUYERS. THIS INFORMATION IS BASED UPON THE SELLER'S KNOWLEDGE, BUT IS NOT INTENDED AS A GUARANTEE OF THE CONDITION OF THE PROPERTY OR THE CONTINUED SATISFACTORY OPERATION OF ANY SYSTEM.
THE BUYER SHOULD INDEPENDENTLY VERIFY ALL INFORMATION BEFORE PURCHASE.

Property Address 403 Sherwood Forest Lane, Saugus, MA 01906

ANSWERS

YES NO UNKN

I. TITLE/ZONING/BUILDING INFORMATION

- ☒ ☐ ☐ 1. Seller/Owner Deborah Cavanagh How long owned? 16 months
- ☐ ☐ ☐ 2. How long occupied? 16 months Approximate year built? 1985
- ☐ ☐ ☐ 3. Have you been advised of any title problems or limitations (for example, deed restriction, lot line dispute, order of conditions)? If yes, please explain _____
- ☐ ☐ ☒ a) Do you know of any easement, common driveway, or right of way? If yes, please explain _____
- ☐ ☒ ☐ 4. Zoning classification of property (if known) _____
- ☐ ☐ ☒ 5. Has your city/town issued a notice of any violation which is still outstanding? If yes, explain _____
- ☐ ☐ ☒ a) Have you been advised that the current use is nonconforming in any way? Explain _____
- ☐ ☒ ☒ 6. Do you know of any variances or special permits? Explain _____
- ☐ ☐ ☐ 7. During Seller's ownership, has work been done for which a permit was required? If yes, explain _____
- ☐ ☐ ☐ a) Were permits obtained? _____
- ☐ ☐ ☐ b) Was the work approved by inspector? _____
- ☐ ☒ ☐ c) Is there an outstanding notice of any building code violation? Yes ☐ No ☐ Explain _____
- ☐ ☒ ☐ 8. Have you been informed that any part of the property is in a designated flood zone or wetlands? Explain _____
- (See Flood Zone disclosure Page 4)
- ☐ ☒ ☐ 9. Water drainage problems? Explain _____

YES NO UNKN

II. SYSTEM AND UTILITIES INFORMATION

DO YOU KNOW OF ANY CURRENT PROBLEM WITH ANY SYSTEM LISTED BELOW?

- ☐ ☒ ☐ 10. Has there ever been an UNDERGROUND FUEL TANK?
If yes, is it still in use? _____
If not used, was it removed? _____
(See Hazardous Materials Disclosure Page 4)
- ☐ ☒ ☐ 11. HEATING SYSTEM: Problems? Explain _____
- ☐ ☐ ☐ a) Identify any unheated room or area _____
- ☐ ☐ ☐ b) Approximate date of last service _____
- ☐ ☐ ☐ c) Reason _____
- ☐ ☒ ☐ 12. DOMESTIC HOT WATER: Type Electric Age _____ Problems? Explain _____
- ☐ ☒ ☐ 13. SEWAGE SYSTEM: Problems? Explain _____
- Type: Municipal Sewer ☒ Private ☐ If private, describe type of system: _____
(cesspool, septic tank, etc.) _____
- Name of service company _____
- Date it was last pumped _____ Frequency _____
- During your ownership has sewage backed up into house or onto yard? Yes ☐ No ☐ Explain _____
- ☐ ☒ ☐ Is system shared with other homes? _____
- ☐ ☐ ☒ Date a Title 5 inspection last performed _____ Copy attached. Yes ☐ No ☐

SELLER'S INITIALS


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BUYER'S INITIALS

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MASSFORMS™
Statewide Standard Real Estate Forms

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This form is in use by:
Use by anyone other than a participant in the transaction is strictly prohibited.



Form No. 700

ANSWERS

<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	14. PLUMBING SYSTEM: Problems/Leaks/Freezing? Explain _____ Bathroom ventilation problems? Explain _____
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	15. DRINKING WATER SOURCE: Public <input type="checkbox"/> Private <input type="checkbox"/> If private: a) Location _____ b) Date last tested _____ Report: Attached <input type="checkbox"/> Not attached <input type="checkbox"/> c) Water quality problems? Explain _____ d) Water quantity problems? Explain _____ e) Flow rate (gal. min.) _____ f) Age of pump _____ g) Is there a filtration system? _____ Age/Type of filtration system _____
<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	16. ELECTRICAL SYSTEM: Problems? Explain _____
<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	17. APPLIANCES: List appliances that are included _____ Any known problems? _____ If yes, explain _____
<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	18. SECURITY SYSTEM: None <input checked="" type="checkbox"/> Type <input type="checkbox"/> Age <input type="checkbox"/> Company _____ Problems? Explain _____
<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	19. AIR CONDITIONING: Central <input checked="" type="checkbox"/> Window <input type="checkbox"/> Other <input type="checkbox"/> None <input type="checkbox"/> Problems? Explain _____
YES	NO	UNKN	III. BUILDING/STRUCTURAL IMPROVEMENTS INFORMATION
<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	20. FOUNDATION/SLAB: Problems? Explain _____
<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	21. BASEMENT: Water <input type="checkbox"/> Seepage <input type="checkbox"/> Dampness <input type="checkbox"/> Explain amount, frequency, and location _____ a) Sump pump? If yes, age, _____ location _____ Problems? _____
<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	22. ROOF: Problems? Explain _____ Location of leaks/repairs _____
<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	23. CHIMNEY/FIREPLACE: Date last cleaned _____ Problems? _____ Wood/Coal/Pellet Stove in compliance with installation regulations/code/bylaws? _____ If not, explain _____
<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	24. History of smoke/fire damage to structure, if any? Explain _____
<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	25. FLOORS: Type of floors under carpet/linoleum? _____ Problems with floors (buckling, sagging, etc.)? Explain _____
<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	26. WALLS: a) INTERIOR Walls: Problems? Explain _____ b) EXTERIOR Walls: Problems? Explain _____
<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	27. WINDOWS/SLIDING DOORS/DOORS: Problems or leaks? Explain _____
<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	28. INSULATION: Does house have insulation? If yes, type <u>unkno</u> Date installed _____ Location _____
<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	29. ASBESTOS: Do you know whether asbestos is present in exterior shingles, pipecovering or boiler insulation? Has a fiber count been performed? _____ If yes, attach copy _____ (See Asbestos disclosure Page 4)
<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	30. LEAD PAINT: Is lead paint present? _____ If yes, locations (attach copy of inspection reports) _____ If yes, describe abatement plan/interim controls, if any _____ Has paint been encapsulated? If yes, when and by whom? _____ (See Lead Paint disclosure Page 4)
<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	31. RADON: Has test for radon been performed? If yes, attach copy _____ (See Radon disclosure Page 4)
<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	32. INSECTS: History of Termites/Wood Destroying Insects or Rodent Problems? If yes, explain treatment and dates _____ (See Chlordane disclosure Page 4)

SELLER'S INITIALS



BUYER'S INITIALS

ANSWERS

<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>

33. SWIMMING POOL/JACUZZI: Problems? Explain _____
Name of service company _____
34. GARAGE/SHED/OR OTHER STRUCTURE: Problems, explain _____
35. Have you been advised of elevated levels of mold at the Property?
Explain _____

YES NO UNKN

IV. MISCELLANEOUS INFORMATION

<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
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36. Do you know of any other problem which may affect the value or use of the property which may not be obvious to a prospective buyer?
Explain _____

YES NO UNKN

V. CONDOMINIUM INFORMATION

<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

37. If converted to condominium, are documents recorded (Master deed/Unit deed etc.)?
38. PARKING: Number of Spaces 2 Of those spaces, identify number that are _____ deeded; _____ exclusive easements; 9A/9B assigned; _____ Unassigned or in common area?

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

39. CONDO FEES: Current monthly fees for Unit are \$ \$450*

<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>

Heat included? Yes ☐ No ☒Electricity included? Yes ☐ No ☒

<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
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40. RESERVE FUND: Has an advance payment been made to a condo reserve fund?

If yes, how much \$ _____

<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
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41. CONDO ASSOC. INFO: Is owners' association currently involved in any litigation? _____

If yes, explain _____

<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
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42. Have you been advised of any matter which is likely to result in a special assessment or substantially increase condominium fees?
Explain _____

YES NO UNKN

VI. RENTAL PROPERTY INFORMATION

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
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43. NUMBER OF UNITS: _____

Has a unit been added/subdivided since original construction?

If yes, was a permit for new/added unit obtained? _____

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--------------------------	--------------------------	--------------------------

44. RENTS: Number of units occupied _____ Rents \$ _____ /month

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--------------------------	--------------------------	--------------------------

Expiration date of each lease _____

Any tenants without leases? _____

Is owner holding last month's rent _____ security deposit? _____

If yes, has interest been paid? _____

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
--------------------------	--------------------------	--------------------------

If security deposit held attach a copy of statements of condition. Attached ☐ Not attached ☐

45. Is there any outstanding notice of any sanitary code violation? Yes ☐ No ☐ Explain _____

VII. ACKNOWLEDGMENT

Seller(s) hereby acknowledge that the information set forth above is true and accurate to the best of my (our) knowledge. I (we) further agree to defend and indemnify the broker(s) and any subagents for disclosure of any on the information contained herein. Seller(s) further acknowledge receipt of copy of Seller's Statement of Property Condition.

Date _____

Seller

Deborah Cavanagh
 dotloop verified
 06/18/19 2:34 PM EDT
 KLVA-QYI-4QU8-CKZC

Seller

Buyer/Prospective Buyer acknowledges receipt of Seller's Statement of Property Condition before purchase. Buyer acknowledges that Broker has not verified the information herein and Buyer has been advised to verify information independently. BUYER is not relying upon any representation, verbal or written, from any real estate broker or licensee concerning legal use. Any reference to the category (single family, multi-family, residential, commercial) or the use of this property in any advertisement or listing sheet, including the number of units, number of rooms or other classification is not a representation concerning legal use or compliance with zoning by-laws, building code, sanitary code or other public or private restrictions by the broker. The BUYER understands that if this information is important to BUYER, it is the duty of the BUYER to seek advice from an attorney or written confirmation from the municipality.

Date _____

Buyer

Buyer

SELLER'S INITIALS

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BUYER'S INITIALS

VIII. EXPLANATORY MATERIAL

The following clauses are provided for descriptive purposes only. For detailed information, consult the Massachusetts Department of Public Health, the Massachusetts Department of Environmental Protection, or other appropriate agency, or your attorney.

A. Flood Hazard Insurance Disclosure Clause (Question #8)

The lender may require Flood Hazard Insurance as a condition of the mortgage loan if the lender determines that the property is in a flood hazard zone.

B. Hazardous Materials Disclosure Clause (Question #10)

In certain circumstances Massachusetts law can hold an owner of real estate liable to pay for the cost of removing hazardous or toxic materials from real estate and for damages resulting from the release of such materials, according to the Massachusetts Oil and Hazardous Material Release and Response Act, General Laws, Chapter 21E. The buyer acknowledges that he may have the property professionally inspected for the presence of, or the substantial likelihood of release of oil or hazardous material and such proof of inspection may be required as a prerequisite for financing the property.

C. Asbestos Disclosure Clause (Question #29)

The United States Consumer Product Safety Commission has maintained that asbestos materials are hazardous if they release separate fibers which can be inhaled. Asbestos is a common insulation material on heating pipes, boilers, and furnaces. It may also be present in certain types of floor and ceiling materials, shingles, plaster products, cements and other building materials. The buyer may have the property professionally inspected for the presence of asbestos and if repair or removal of asbestos is desired, proper safety guidelines must be observed.

D. Lead Paint Disclosure Clause (Question #30)

Whenever a child under six years of age resides in any residential premises in which any paint, plaster or other accessible material contains dangerous levels of lead, the owner is required by law, to remove all said paint, plaster or cover with appropriate materials so as to make it inaccessible to a child under six years of age. Consumption of lead is poisonous and may cause serious personal injury. Whenever such residential premises containing dangerous levels of lead undergoes a change of ownership, as a result, a child under six years of age will become a resident, the new owner is required by law to remove said paint, plaster cover or encapsulate it with appropriate materials so as to make it inaccessible to such child. Buyer should receive information pamphlet from Department of Public Health.

E. Radon Disclosure Clause (Question #31)

Radon is an odorless, colorless, tasteless gas produced naturally in the ground by the normal decay of uranium and radium. Radon can lead to the development of radioactive particles which can be inhaled. Studies indicate the result of extended exposure to high levels of radon may increase the risk of developing lung cancer.

F. Chlordane Disclosure Clause (Question #32)

Pesticide products containing chlordane were banned in Massachusetts on June 11, 1985, following a determination by the Department of Food and Agriculture that the use of chlordane may cause unreasonable adverse effects on the environment including risk of cancer. Although existing data does not conclusively prove that significant health effects have occurred as a direct result of chlordane use, the long-term potential health risks are such that is prudent public health policy, according to the Department, to eliminate the further introduction of chlordane into the environment.

G. Mold Information

Molds are naturally occurring organisms that exist both indoors and outdoors. More than 1000 different kinds of mold have been found in homes in the United States. Molds are fungi that reproduce by making spores. Spores are small and lightweight and able to travel through the air. Molds need moisture and food to grow and their growth is stimulated by warm, damp and humid conditions. Molds can use materials such as wood, paper, drywall and carpet as food sources. Reducing dampness indoors is often key to reducing the growth of mold. Depending on the level of mold, allergies, respiratory problems and other health consequences can be triggered in sensitive individuals. However, exposure to mold does not always result in health problems. As of July of 2002, U.S. governmental agencies reported that a determination had not been made what quantity of mold was acceptable in an indoor environment. For more information on mold, contact an engineer or other qualified mold inspector. Information may also be found at the web site for the U. S. Environmental Protection Agency, www.epa.gov.

H. Fair Housing Notice

It is unlawful to discriminate on the basis of race, color, religious creed, national origin, age, gender, sex, ancestry, marital status, veteran status, sexual orientation, disability, presence of a child, receipt of public assistance or other protected classification in the sale or rental of covered housing.

SELLER'S INITIALS

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BUYER'S INITIALS

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GROSS INTERNAL AREA
 FLOOR 1: 736 sq ft, FLOOR 2: 893 sq ft
 FLOOR 3: 636 sq ft, FLOOR 4: 276 sq ft
 EXCLUDED AREAS: , REDUCED HEADROOM BELOW 1.5M: 111 sq ft
 TOTAL: 2532 sq ft

LETTER TO BUYERS AND SELLERS -

BEST PRACTICE FOR SMOOTH TRANSACTIONS

**We ask parties to live by the golden rule when making or receiving an offer.
Treat the other side the way you would want to be treated.**

Advice to sellers: if you receive an offer, respond to it in a timely manner. Work with the "bird in the hand." Buyers understandably get upset if they feel their offer is being leveraged for another offer that may or may not materialize. This alienates a potentially good buyer and gets negotiations off to a bad start.

Advice to buyers: make offers in good faith. If you find yourself in a position of multiple offers, or if you feel the only way to put a house under agreement when it is new to the market is to pay top price, then don't try to renegotiate the price after a home inspection. Only offer a price that you feel comfortable with and always assume that the house will need work and budget accordingly. All houses need work. Please be patient after submitting an offer. We often have to wait to get in touch with the seller who may need to talk to an attorney, spouse, partner or extended family. Expect a long delay if the seller is an estate or bank. We will do our best to explain the circumstances and respond to you as soon as we can. There are many reasons a response may not be immediately available – please try to understand. We know waiting can be anguishing.

The Purpose of a Home Inspection: Rules of the Road for Buyers and Sellers

Everyone needs to keep in mind that most of the housing stock we have in Greater Boston and surrounding communities is USED. The purpose of a home inspection is to inform a buyer about what he or she is buying, not to renegotiate the sale price of a property. When potential Buyers are MAKING AN OFFER THEY SHOULD BUDGET TO SPEND THEIR OWN FUNDS TOWARD THE REPAIRS SUGGESTED BY THE HOME INSPECTOR. It would not be unusual for that sum to add up to many thousands of dollars. We ask all buyers to take this into consideration when they make their offer so that they don't feel they overpaid if they discover things that need to be fixed in the house. No house is perfect no matter how well maintained. We as REALTORS have priced a property taking into consideration its location, size, configuration, number of rooms, bedrooms and bathrooms, lot size and general condition. Buyers are always taken by surprise by the costs of maintenance and repairs to a house and want to renegotiate the price after home inspection. We ask that you don't shop in a price range that stretches your household budget so much you cannot assume the maintenance of a house. Do you have access to thousands and thousands of dollars over the next 5-10 years to take care of the items your home inspector will inevitably find? If not, you may not be a good match for a used house. So, except for some very expensive item that needs immediate repair that you could never have known about without an inspection, we expect the buyer to assume the house and its issues at closing. That is normal. We keep hearing from buyers, "I knew I'd have to do some work, but I just can't afford to go forward without a price adjustment." So we ask you to take this very real issue into consideration now, before you make an offer on a house you can't afford.

BUYER'S INITIALS

It is the job of all home inspectors to highlight maintenance issues, look for pests and insects, point out needed repairs, assess structural condition and scrutinize major systems like plumbing, electric, heat and roof. Every home inspection, even in the best maintained home, turns up multiple issues. Commonly we find that a chimney or wall needs re-pointing, that fireplaces aren't lined, (new building codes require linings - however old fireplaces are often triple bricked which may in fact be a better, but more expensive way to build a chimney than today's current code requires). It is not uncommon for some electrical wire to be loose or not properly boxed or for homes to have knob and tube wiring. Expect to have to upgrade electrical service; today's buyers have needs for computers and equipment that many of our sellers never faced. We see that ropes in windows are broken, that older kitchens and baths do not have GFI outlets and that lots of physical things that currently exist do not meet updated building codes. Our older housing stock has older waste pipes, water services, heating systems, roofs, exterior shingles and gutters, fascia boards and plumbing. It is typical for roofs to be installed without vents, and insulation not to be in keeping with your home inspector's recommendations. Powder Post Beetles and termites have left their damage scars in virtually all basements in older homes. When a basement is finished, a home inspector will tell you that he can't determine what is going on in the sills and joists behind the covered walls, so take that into consideration now when you make your offer. We don't want you backing out of the deal later because you don't know what is covered up in the finished basement.

Another very common issue in our 19th C. homes is settling and sloping. Some home inspectors will sound the alarm of structural problems when floors tip. If you see tree trunk columns in the basement, know that a home inspector will suggest you put in steel columns in concrete footings (at about \$1500 apiece - the seller has lived without steel columns - so this is a buyer's expense - budget accordingly). Homeowners with slanting floors think it's part of the charm. If you don't want that charm, don't make an offer on a home with floors that aren't level. Buyers should not expect sellers to upgrade a house for them. Every buyer should expect most, if not all, of these things in our beautiful older housing stock.

We ask everyone to further understand that every home inspector has his own opinion as to the proper maintenance of a home. Please remember that the issues that are brought up by the home inspector have probably not been a concern to the current homeowner. (The house is functioning fine from their perspective and they may like their old fuses... and the corrosion on the pipe feeding the laundry has never leaked... they are used to the windows that won't stay up...they've been having fires in their fireplaces for years, ...etc.)

Please do not expect a seller to negotiate on something visible to the eye: tree roots uprooting sidewalks, tree limbs or trees too close to the house, cracked tile in the bathroom or cracked windows, rotting bulkhead doors, gutters that are broken or disconnected, etc. We expect that you have carefully seen the property and that problems that are in plain view have been taken into consideration when you make an offer. Also, expect a home inspector to recommend maintenance items like servicing the heating system or cleaning the gutters. The purpose of the home inspection is not to compensate a buyer for the perfect house, but to make them aware of the items they will need to address when they buy the home. Again, these are buyer's expenses and should be anticipated.

Just because a home inspector recommends a lightening rod, updated electrical system, vinyl siding, new storms and screens, GFI outlets or lining the chimney, does not mean that the seller should be responsible for these or any other improvements for the new buyer. (We have witnessed home inspectors recommending things that we feel would hurt the value of a property like vinyl siding in an area where natural siding has higher value!)

A significant sea change has occurred in the way pest control companies look at homes for pest problems, most notably termites. Until recently pest companies only recommended treatment if there were signs of active termites in the house. Today, many pest companies, concerned about liability, are recommending treatments for every home they inspect.

BUYER'S INITIALS

Rotting wood near the ground, termite activity in landscape timbers and under rocks near the foundation, and termite damage in porches and sills are common, and most companies are recommending treatment even if the damage is a century old. It is also the policy of many chemical companies not to distinguish between old and active termite damage. Further, it is the policy of many companies to always recommend treatment if there is any evidence of damage, past or present. Because it is evident that some termite or wood boring insect damage is present in almost every property that we list we would like to set a standard for negotiations. We believe it is a seller's responsibility to treat for termite damage if, and only if, termite mud tubes are found to be present in the structure of the main house or an attached garage or if there is evidence of "swarming". This is the industry standard for active termites. We also believe that all buyers who elect to have a pest inspection should be prepared to follow up on the recommended treatment of the pest control company after they purchase their house if mud tubes or swarming are not present. Sheds and detached garages are not considered the main house and are very attractive to pests. Buyers should be prepared to treat those structures when they purchase a home as normal home maintenance and not expect the seller to compensate them for such.

On occasion there are major issues which cannot be known to the buyer, or perhaps even the seller, without the more in-depth investigation usually done by a home inspector or specialist, (e.g. extensive termite damage). There is a possibility that such an issue might require negotiating and/or repair. A cash settlement may be warranted so that work can be done to the satisfaction of the new owner.

ADVICE FOR BUYERS - if you want to make the terms of your offer more favorable to a seller you should agree to do your home inspection within three days of an accepted offer and sign a purchase and sale as soon thereafter as possible (7 days). Sellers cannot accept other offers while you have it under agreement, and they lose valuable marketing time not knowing whether or not their deal is solid. A deal is solid when there is a fully executed Purchase and Sale and if the bank has issued a commitment letter. Also, please disclose to the seller in writing if you will be using a government loan (FHA or VA) when you make your offer. Under no circumstance will the seller consider an offer contingent on the closing of the buyer's property. Every transaction has inherent risk for both parties. A buyer who attempts to eliminate all risk on their end creates high risk for the seller which is simply unacceptable. A buyer cannot expect the seller to assume all the risk. Consult an experienced real estate attorney.

WARNING - It is our experience that many banks/mortgage companies are very eager for your loan and will promise you the moon but are having difficulty delivering on their promises. (Read: the loan you get at closing isn't the one you thought you were getting.) In addition to causing delays with some financing, there are a lot of bank/mortgage operations that are using attorneys, appraisers, surveyors and title examiners who do not complete their work in time to meet the financing deadline. Unfortunately, many buyers who are purchasing homes we have listed have experienced carelessness, oversights and ineptness with the bank they have chosen and are unable to close on time. New HUD regulations are wreaking havoc with closing on the contract date. The buyer's deposit (five percent of the sale price) is at risk if they are unable to perform or close on the date required by their contract. It is not unreasonable for the seller to want a large sum of money to agree to extend the closing in order to bridge their next purchase or to compensate them for not closing on time. We are happy to provide a long list of reliable lenders, but if a buyer chooses to work with someone else and the closing is delayed, we will consider the buyer forewarned, and will be less likely to be sympathetic when trouble arises from a bank that is not on our list of reliable lenders. Buyers can also request that a local attorney be used to do the conveyancing which tends to streamline the process. Buyers may, of course, use the bank of their choosing but it is our goal for every transaction to go smoothly. We have learned that the people we rely upon will do a good job for their clients, the buyer (s). This warning is simply to prevent any misery in the buyer's life. We would be glad to furnish names of people who wish they had taken this advice.

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