

<i>Table of Forms</i> .....	iv
<i>Glossary</i> .....	413

# Table of Contents

Chapter 1	An agent's perception of riches <i>The employing broker avoids agent deceptions</i> .....	1
Chapter 2	The MLS environment <i>An industry-wide membership misconception</i> .....	9
Chapter 3	Subagency and dual agency <i>Agency and fee sharing concepts</i> .....	17
Chapter 4	Conflict of interest <i>Professional relationships compromised</i> .....	23
Chapter 5	Greater transparency in marketing <i>Costs for preparing to market a property for sale</i> .....	31
Chapter 6	Sharing fees on a sale <i>Buyer's agent or cooperating agent?</i> .....	43
Chapter 7	"For Sale" sign regulations <i>Property owners may display "For Sale" signs</i> .....	53
Chapter 8	Due diligence obligations <i>The duty owed to clients</i> .....	59
Chapter 9	The seller's agent and the prospective buyer <i>General duty to voluntarily disclose</i> .....	69
Chapter 10	Opinions with erroneous conclusions <i>When an opinion becomes a guarantee</i> .....	87
Chapter 11	Safety standards for improvements <i>Disclosing noncompliant improvements</i> .....	101
Chapter 12	The home inspection report <i>Transparency by design, not default</i> .....	107
Chapter 13	Verify property disclosures: retain a home inspector <i>Protecting the prospective buyer</i> .....	117
Chapter 14	Natural hazard disclosures by the seller's agent <i>A unified disclosure for all sales</i> .....	125

## Agency Issues

## Listings: Employment by the Public

## Property Conditions & Disclosures

Chapter 15	Structural pest control reports and repairs <i>Pricing and asymmetric information</i> .....	139
Chapter 16	Environmental hazards and annoyances <i>Noxious man-made hazards</i> .....	153
Chapter 17	Lead-based paint disclosures <i>Crystal clear transparency</i> .....	163
Chapter 18	Marketing condominium units <i>Managed housing</i> .....	169
Chapter 19	Bonded indebtedness for property improvements <i>Costs of subdividing land to create parcels</i> .....	179
Chapter 20	Prior occupant's use, affliction and death <i>When and when not to disclose</i> .....	191
Chapter 21	Seller's net sales proceeds estimate <i>Financial consequences of a sale, before taxes</i> .....	195
Chapter 22	Buyer's estimated acquisition costs <i>The capital to buy real estate</i> .....	209
Chapter 23	The purchase agreement <i>Types and variations</i> .....	229
Chapter 24	Vesting the ownership <i>Possession and transfer of rights</i> .....	249
Chapter 25	Preliminary title reports <i>An offer to issue title insurance</i> .....	265
Chapter 26	The counteroffer environment <i>The seller's objectives face a buyer's offer</i> .....	269
Chapter 27	Real estate purchase options <i>An irrevocable offer to sell</i> .....	279
Chapter 28	Contingency provisions <i>Conditioning the close of escrow</i> .....	291
Chapter 29	Cancellation excuses further performance <i>Exercising the option to terminate</i> .....	305
Chapter 30	Time to perform <i>The litigious time-essence provision</i> .....	315

**Purchase  
Agreements**

**Contract Law**

Chapter 31	The seller's breach <i>Failure to act and act timely. ....</i>	329
Chapter 32	The breaching buyer's responsibilities <i>First a monetary loss by the seller ....</i>	343
Chapter 33	Liquidated damages provisions <i>Windfalls and responsibility for losses.....</i>	353
Chapter 34	Arbitration: the independent beast <i>Lost right to correct a decision gone awry.....</i>	363
Chapter 35	An income property's operating data <i>Verifiable fundamentals induce viable offers.....</i>	373
Chapter 36	Income property acquisitions <i>Investigating a property's worth.....</i>	385
Chapter 37	Tax aspects advice <i>Analyzing a transaction's tax aspects .....</i>	401

**Income Property****Taxes**