

Doron F. Eghbali Real Estate Law

What Home Buyers Should Ask Home Sellers

Tuesday, January 19, 2010 by [Doron F. Eghbali](#)

Many home sellers want to get rid of their undervalued highly leveraged properties. They might not tell potential home buyers exactly about the size of the property, noise, tax or utility bills, or flooding issues. In fact, it becomes the obligation of the home buyer and its representatives to inquire into such issues and make an informed decision.

This obligation is important even if some states such as [California require a very long checklist of disclosures](#). The reason is the length and complexity of these disclosures cause home buyers to not pay enough attention to some disclosures or assume since disclosures have been made they are protected.

Let's look at some of the issues a home seller might not or easily forget to disclose.

1. THE SIZE OF PROPERTY

Disputes as to exact dimensions of a property or its boundaries are common. Unfortunately, buyers do not learn of these dimensions until it is late. Buyers should:

- Verify such dimensions.
- Make sure they take into account if the property is smaller since lender will probably provide less funding. As a result, the agreed purchase price might not be covered by the loan.
- Have their attorneys prepare a properly worded contract that take into account appraisal contingency that allow the buyer to scuttle the deal or find financing somewhere else within a reasonable time frame.

2. FLOODING

Sellers might tell you this place never floods. In fact, water and drainage problems or even lash floods are not uncommon in states such as Arizona New Mexico. In fact, a general home inspection would not disclose such problems unless the sewer line is visible from the basement or water backed up into tubes, toilets or sinks.

3. TAXES AND MAINTENANCE COSTS

Property taxes might be higher upon sale because the seller had a deck or finished basement that it was never recorded. Buyers should do their own due diligence and prudently inquire into:

- Homeowner's association and condo dues
- Tax Bills and utility bills

In fact, ask to see recent utility bills and check with tax assessor's office for up-to-date information

.4. QUIET NEIGHBORHOOD

Buyers should always go to see the home at night, too, before buying it. This is because when you look at a property during the day, the neighbors are usually not home. However, the buyer spends 70 to 80% of time at home during night. You should make sure the neighborhood is quiet and safe at night, too. This is what you could do:

- Talk to neighbors.
- Follow blogs.
- Check with police for crime.
- Read local newspapers.

5. PROMISED POOL OR GOLF COURSE

A lot of developers ran out of money or could not finish some projects touted in their promotions. Always, make sure what you have been promised is in your title for the promised parking space, storage unit or other facilities. You should always talk to neighbors. They might know things that you would not find in a title.

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