



## The Cat Tree And The Canoe

This is an urgent plea for everyone, including Realtors, to read and understand the Real Estate Contract.

A real estate associate of mine sold her client a property listed in Turnagain View and the transaction was proceeding smoothly. Inspection was complete and repairs agreed, including moss buildup to be removed from the roof. Appraisal was good and buyer's loan approved.

Just prior to closing, the buyer had a re-inspection but, when all the repairs were satisfied, the moss remained on the roof - contrary to the signed Amendment to the Purchase and Sale Agreement.

Sellers insisted that they were generously leaving a cat tree and a canoe for the buyer instead of removing moss from the roof! In fact, they were argumentative when my Realtor friend insisted on moss removal or closing would not happen. Emotions ran high and al-

most derailed the transaction. Buyer didn't even have a cat! Neither was canoeing his preferred sport!

I am frequently shocked by people that includes, unfortunately, licensees in the industry who do not grasp that a contract is a legally enforceable agreement and both buyer and seller can expect that the other party will do what they say they will do, not some alternative or some weak explanation for non-performance.

When the tribal chief in a Euphrates settlement, around 3250 BC, agreed to exchange some of his livestock for water rights from a neighboring tribe's territory, it was merely verbal - but the consequences of non-performance could be serious indeed, there being no police department or written laws to enforce the contract. In Mesopotamia, lives could be lost over such matters.

You would think that agreements between people today might be more trustworthy, That is why we put them in

writing and, as a society, provide enforcement through a legal system. We are, supposedly, an advanced society.

Please read all your real estate documents and, before signing, think about the promises you are making. If you go down the trail of some politicians and business people whose word cannot be trusted, your society will eventually derail.

Dave  
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