



# The Advisor

## ANSWERS TO TEST YOUR KNOWLEDGE...

1. What is encroachment, and how might it affect a property owner?  
*Encroachment, refers to the unauthorized intrusion of a building or improvement onto another person's property; it often requires a surveyor's report to support the claim.*
2. What does the common acronym FSBO (pronounced fizzbo) stand for?  
*For Sale By Owner. (Between 85 to 95% of existing homes are sold with a Realtor's help.)*
3. Nearly every state has a mandate for seller disclosure. What must a seller disclose?  
*The seller must disclose any existing problems, defects or conditions that could affect the value of the house.*

## ANSWERS TO SUDOKU...

2	6	4	1	7	5	9	8	3
1	9	3	6	4	8	7	5	2
7	5	8	2	3	9	6	4	1
5	4	2	7	8	6	3	1	9
9	3	7	4	5	1	2	6	8
6	8	1	3	9	2	5	7	4
4	2	5	9	1	7	8	3	6
3	7	6	8	2	4	1	9	5
8	1	9	5	6	3	4	2	7

*Thanks for reading The Advisor! Oh, by the way...if you or someone you know may be looking to buy or sell real estate, please call me with their name and number and I would be happy to take excellent care of them for you. A referral is the highest compliment I could ever receive!*