



November 2016 NEWSLETTER

UPCOMING SEMINARS

Wednesday, December 7, 2016
from
9:00 a.m. to 10:00 a.m.:
Shannon B. Jones will be
providing a
New Member Orientation
before the
Contra Costa Association of
Realtors located at
111 North Wiget Lane in Walnut
Creek, California.
For more information,
please contact
Jason Catalano at
(925) 295-9202
Or
Jason@ccartoday.com.

A quick note to keep you current regarding events in our office, law and issues...

A NOTE FROM SHANNON –

In most markets in Northern California (with the exception of the Silicon Valley and San Francisco), there appear to be an evening of bargaining power between buyers and sellers. We are seeing less multiple offers and homes are on the market longer than we have seen in recent years. Buyers are feeling less pressure to make non-contingent offers, limit inspections, and forego repair requests. As a result, we anticipate seeing less claims arise out of this market against real estate agents. When buyers have opportunities to investigate properties and negotiate repairs with sellers, buyers are less inclined to assert claims as they are more aware of the condition of the property. This is good news for real estate professionals.

We are seeing an increase in buyers occupying properties prior to the close of escrow. This is a dangerous practice and should be avoided when possible. We have several instances of property damage while buyers are occupying property prior to the close of escrow. There are also significant insurance complications affiliated with buyers occupying property. The sellers' insurance is based on an owner-occupied property. Buyers have not yet secured insurance and therefore, are uninsured. If damage occurs, there is a question as to whether there is insurance coverage. In addition, buyers sometimes hire contractors to start work on properties, which can lead to the recordation of mechanics liens. If buyers are not able to close the escrow, sellers may be left with large bills.

The Law Group will be collecting food and Christmas items for the Bay Area Crisis Nursery starting November 15, 2016 through December 20, 2016. Barrels will be at the office located at 208 W. El Pintado Road. Please note the Bay Area Crisis Nursery is looking for the following: toys for infants up to 2 years old; gifts for older siblings and parents such as board games; purses, wallets and clothes and items for children 2 to 11 including puzzles, puzzle boards, arts and crafts kits, doctor kits and educational toys and science kits.



About Shannon...

Shannon B. Jones is the owner and managing partner of Shannon B. Jones Law Group. She has been representing real estate agents and brokers for 25 years.

She has an undergraduate and law degrees from the University of Southern California. She is a member of CAR's Strategic Defense Panel.

She has published a number of articles and the best-selling real estate book, "A Real Estate Agents Practical Guide to Avoiding Litigation." She is a shareholder in California Real Estate Legal Alliance ("CRELA"), a company established to represent real estate professionals throughout the State of California that offers real estate advice, coaching, claims prevention, effective and efficient management of claims, risk management, cutting edge industry information, insurance management assistance, as well as other beneficial services.

LEGAL UPDATES - Our website was recently updated to include the following articles:

- An article regarding effects on the market on litigation, which was published for the National Association of Women and Real Estate.
- An article wherein a California appellate court held that the Homeowners' Bill of Rights does not provide for injunctive relief.
- An article wherein a California appellate court upheld a judgment against a seller for damaging property while it was in escrow.

A complete discussion of these matters can be found on our website, www.calrealestatelaw.com, under Legal Updates.

BLOG UPDATES - Our website was recently updated to include the following blogs:

- A blog entitled "Q & A Regarding Transfer Disclosure Statement."

Please visit our blog at <http://www.calrealestatelaw.com/BLOG>

HOLIDAYS – Our offices will be closed for the Thanksgiving holiday on November 24 and 25, 2016.