

SOUND OFF *Marlene Marrucco Beechle*

Is getting a home warranty a good idea or not?



Home warranties are a good idea, but they should not mislead buyers into thinking they are the end all be all.

A home warranty can help you repair or replace home appliances and systems, but don't enter into a contract without a thorough review of the contract. Home warranties are not insurance policies. They are service contracts mostly. These contracts typically expire after one year.

Sellers will sometimes add a warranty to the home sale as an additional incentive, but it rarely makes or breaks a deal in our area.

My experience has been that the home warranties in the marketplace are very similar. The more money a homeowner pays, the more services they will receive.

My customers have had mixed results with the warranty companies. One homeowner had a 30-

year-old central air-conditioning system replaced totally free of charge under their warranty, while another homeowner reported a disaster with their warranty when their newer stove no longer operated.

In my opinion, the most important thing to have is a service contract on heating and air-conditioning units because they generally quit when it is freezing or a heat wave. Once again make sure the service agreement is with a

reputable company. Always ask your Realtor for a referral for service companies. And before signing any contract, a thorough comparison study should be done with several companies to compare their services. Home warranties give some buyers peace of mind but like all purchases caveat emptor!

*Marlene Marrucco Beechle, Birkman Pitt
Society's International Quality,
203-255-9900 (office), 203-255-9606
cell, MBeechle@willcampit.com*