

SOUND OFF *Brian A. Clarke Jr.*

What do buyers, sellers fail to account for in a transaction?

Purchasing or selling a home is stressful, and this stress can lead to mistakes within a real estate transaction. This is just one reason why everyone should hire a Realtor to sell their home or help buy their home. Realtors are trained to handle these transactions as business transactions and not let their emotions get in the way.

There are several aspects of a transaction that can be forgotten or just outright ignored, so it is important to rely on your Realtor to advise/guide you in the beginning and throughout.

Meeting with my seller clients,

we discuss what services are automated in caring for the home. Lawn, garbage, pool, oil, delivery and maintenance services are just a few we touch base on. Have they compiled a list of directly paid accounts that may no longer be needed after the home sells? Have they taken all personal photos down and placed valuables in a safe? Have they called and received estimates for moving services? Accounted for the scheduling period needed? Budgeted for this service? And, have they put a plan in place for taking time off before, during and after closing/moving? This is a small

list that my clients and I discuss but it is a good starting point.

Meeting with buyer clients, we discuss the process and the day of closing. I find some of them, upon initial meeting, have not thought about inspections for the future home they want to purchase. It may be a little premature at the initial meeting, but buyers need to budget for this out of pocket expense. The inspection cost, for example, varies on several items, such as, size of the home, septic versus city sewer, well versus city water, pool, pest/insect inspection and radon testing to name a few.

If renting, have they accounted

for any penalties for potentially breaking a lease early? Have they called and received estimates for moving services and accounted for the scheduling period needed? It is also important to think about taking time off before, during and after closing/moving as well.

Lastly, your Realtor should help ease the stress by keeping you on track, reminding at what point of the transaction you are at and advising you to what should be done at that point.

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