

SOUND OFF *Sam Manandhar*

## What's the most challenging part of the transaction process?



**A**s a real estate agent approaching my eighth year in the business, I've truly experienced the full spectrum of emotions this job elicits in both clients and other real estate professionals.

Being a Realtor is a truly a unique job, one that requires great skill, patience and empathy. One of the most difficult daily challenges is helping clients navigate and manage the anxiety that is inherent in the transaction

process. The weight of expectation and uncertainty that often arises during negotiations can be extremely stressful for both clients and Realtors.

With my first-time buyers in particular, I take extreme care to guide and educate them on the entire process; to create an outline for what lies ahead.

This endeavor can be fraught with questions such as: Are we getting the best price for this house? Are there hidden or major

defects regarding the overall condition of the property? Is it going to be difficult to get our mortgage? Is the house going to appraise for the contract price?

For clients, the feeling of being on pins and needles is real and as their Realtor, I seek to educate and guide them in a way to that will help make the process run as smoothly as possible.

Being a Realtor has been the most multifaceted and rewarding job I've ever known. The experi-

ence of working with clients from all walks of life has been very satisfying and being able to make connections that last a lifetime is absolutely a highlight of this profession.

There will always be challenges as a real estate agent, but having the right set of skills will always lead to a successful outcome!

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