

SOUND OFF *Lorraine Amaral*

How can family affect the real estate decision process?

Purchasing a new home can be a fun family experience — or not. Buyers have many different lifestyles, indecisive family members and living situations. Some buyers and sellers may be making decisions on their own, with a spouse, a loved one or a variety of people assisting them. Parents, grandparents, in-laws, children, relatives; they are all too many to count. This can be stressful to the buyers and sellers depending on how significant the role the person can be playing.

For example, in an estate sale not only are relatives very much involved but emotions are high



and special care and concern is needed with this type of transaction. On the other hand, a first-time home purchase could be a single person or young couple just getting their feet wet, so the parents feel compelled to tag along to make sure they are doing

their due diligence. With the sale of an elderly parent who may be downsizing, their sons or daughters may get involved as they feel the need to protect their parent from making any wrong decisions. Whatever the case, it doesn't have to become a stressful situation; your Realtor is there to guide you at all times.

When purchasing a home the key is to remember what kind of personality will be living in it? Is this home conducive to their personal lifestyle? Is this going to be a long time purchase plan or one for just this stage in their lifetime? Though finances may be coming from a plethora of places in this

current market, it is our utmost responsibility as a buyers' agent to focus on the buyers and their transaction, especially when it comes to their requests per contracts and inspections. Once the closing concludes, remember it is the new owners who will be enjoying the home of their dreams.

When selling a home, agents like myself focus on taking as much time as needed to prepare the home for the current market. Your listing agent is a great source for ideas and information. There may be times it can be an emotional sale for sellers. College kids need time to come home, relatives may need time to gather

belongings and your Realtor may suggest some outdated items need addressing for the best sale. Though these key components may take time, other cases the home may be ready to go which things would move more swiftly.

Whatever the case may be, your personal Realtor will focus on you as the seller and your needs and what will ultimately bring the best outcome. Enjoy your real estate transaction as it may be one of the largest transactions of your lifetime which you will love for many years to come.

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