

SOUND OFF *Leigh Ann Lengyel*

# How can I avoid the most common home buyer regrets?



Purchasing a home can be stressful, especially if it is your first time and have no knowledge of the process. As a Realtor, or as I like to think of myself — a real estate adviser; it is my job to advise, educate and most importantly listen to my clients.

Buyers can have regrets after their purchase and living in the home for a few months. How do I try to avoid those regrets that my clients may feel?

First, before I take a buyer

client to see properties that are active on the market, we sit down for a “buyer counseling session.” This session is 30 to 45 minutes, depending on the client and questions they may have.

During our “buyer counseling session,” we review their needs in a home, their desires in a home, the style of home they think they want/would like, towns they would like to live in, features in a home they may not want and their buying power/budget for their new home. We also review

the home-buying process, procedures, what to expect and costs associated with buying a home.

After the session, I research active homes that fit my client’s list and email the listings to them. I then set them up on Listingbook and Homesnap, which gives buyers direct access to our MLS. The data is real time and accurate unlike other sites available.

When my client identifies properties they want to see, we schedule a day and time for a tour. I recommend no more than

five homes at a time. I have found after the fifth home, the first house is completely forgotten.

During our tours, it is all about listening, observing and obtaining feedback from the buyer. This allows me to gain a true understanding of what my client really wants and needs. To reiterate, the most important thing is to listen, so ideally, we can avoid buyer regrets afterwards.

*Leigh Ann Lengyel,  
William Pitt Sotheby's International  
Realty, (203) 984-5880*