

SOUND OFF *Jean O'Neill*

## What are tips to handle when unexpected expenses come up?



**W**hen buying or selling a home we all know the best laid plans are usually derailed one way or another.

So when the unexpected arises, and it will, and it usually costs a few bucks (i.e. a new furnace on the seller side; or a ding on credit the buyer didn't see coming that increases the necessary down payment), sellers and buyers can feel blindsided, unprepared and frustrated.

So while a seller may have gotten over asking price in a mul-

tiply offer situation the inspection report reveals an extensive roof problem and radon in air test is over acceptable levels and the price to fix these is painful.

So now, because backup buyers will also wish for the roof to be repaired and a radon mitigation system installed, it seems like a much better idea to throw the patio furniture in the lake (after you run it over with your car) than gifting it to these buyers as promised.

And let us not forget the buyer, who is on their second home

purchase attempt after the first home had structural issues that fell into a gray area and decided they weren't going to move forward and find themselves here, investing a second \$1,500 into building and septic inspections and now they aren't as in love with this house as they were a week ago.

Just knowing you could end up here and talking about possible scenarios before listing or putting an offer in will go a long way to alleviate fears and heartache.

Talk to your agent. This is what

we do all day, every day and preparation and open communication is key. Most agents have a checklist for both buyers and sellers in order to best prepare for how the process should go, could go and where the most common bumps in the road will appear.

Every problem has a solution. Not losing sight of your particular prize can make getting through the daily trials easier.

*Jean O'Neill, Realtor, ABR, SRS,  
Wm. Pitt Sotheby's International Realty,  
(203) 300-2332 cell,  
joneill@wpsir.com*