Life@Home

You Deserve a Full-Time, Full-Service REALTOR! December - 2008

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John Elwell

I hope you will find the information here useful. It will be a pleasure to help you sell your current home and/or find your next residence in East Pasco County and the surrounding areas. Do not hesitate to contact me at 813-783-4444 at any time! CENTURY 21 Bill Nye Realty, Inc. Also visit my webpage at: www.jelwell.century21bnr.com and check out my Florida Real Estate Blog and my Zephyrhills 55+ Bulletin Board buttons!

I have just listed this beautiful 2 bedroom/2 bath double-wide in popular Casa del Sol. Only $74,900! Call me for more information at 813-783-4444

Certain Expectations

Selling a home puts you in a unique position. You are parting with what is likely your greatest asset. Some people are sad to sell, while others are ready to move on. No matter what your circumstances, your buyer will have certain expectations of you.

First, you are expected to be courteous and professional. If you can put some emotional distance between yourself and the property it is helpful. For instance, if you are selling the family home it is likely to be an emotional transaction. However, your buyer probably does not want to walk down memory lane each time you meet.

Next, you are expected to have an understanding of the current real estate marketplace. You need to know what a reasonable asking price is and have realistic expectations for the terms and conditions of the sale. Expecting to sell for twice what you paid is not helpful if the marketplace does not support that type of transaction. Your real estate professional will be instrumental in helping you gauge the temperature of the market.

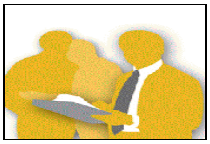
When possible, buyers will expect you to be fair and flexible. You should certainly feel empowered to stand up for your best interests, but if you can accommodate certain requests, it can make for a smoother transaction.

Buyers expect you to be honest and up front about the condition of your property. A home inspection and seller disclosure documents help ensure that potential defects are identified, but a buyer also expects that you will not purposefully hide areas of concern.

Finally, buyers expect you to leave the home in a respectable condition. Moving day is certainly a hectic one, but it is no reason to leave behind unwanted items for the buyer to deal with. You are expected to leave the home broom swept and cleared of all items except those identified in the contract as transferring with the property.

Hello Inspector

There are many variables at play during a real estate purchase; so when you have the chance to control one of those factors, it can be very appealing. That may be one of the reasons most buyers choose to "lock in" their mortgage rate.



Now the question becomes, "How do I find a qualified inspector?" Referrals are probably the best bet. Ask your real estate professional, friends and family who they recommend. But no matter who you choose, you need to ask a few key questions.

1. Are they a licensed home inspector? Most states require inspectors to hold a professional license. Ask to see the license or that a copy is faxed to you.

2. What are your qualifications? Find out if they take continuing education courses, how long they have been in the business and how many inspections they have completed. You may also ask for a list of references.

3. Are they a member of a professional association? There are national and many state associations for home inspectors. Ask to see their membership ID.

4. Are they insured? Inspectors or their employers should carry Errors & Omissions (E&O) insurance as protection in case something is missed or overlooked.

5. What process do they follow for the inspection? Here you want to find out if you will be able to attend the inspection. (Note: this is a great time for you to learn about the property first hand.) Also inquire about the cost and when the final inspection report will be ready.

Learn More

November is American Diabetes Month. You can reduce your risk for Type II (non-insulin dependeant) diabetes by keeping a healthy weight, exercising, maintaining target blood pressure and cholesterol levels, and learning more about the risks. For more information visitdiabetes.org.

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