

# IT COULD HAPPEN

## THINGS TO EXPECT WHEN BUYING/SELLING A HOME

*While a lot of these things may not happen, knowing it COULD happen before it actually does makes for a much smoother and less stressful experience. Remember, we are all human and make mistakes, it's probably not personal and the world is not ending.*

### WHEN BUYING

- You may not be told how much money to bring to closing until the day of your closing.
- The dates on your contract will change, perhaps multiple times.
- You will become anxious or nervous at some point.
- You will become irritated or annoyed about frequent and last minute paperwork requests with seemingly impossible deadlines.
- You will want to tell your friends and family about your experience on social media sites - wait until after closing.
- You will look at a property and really really like it, only to find out the seller accepted an offer during your showing.
- You may feel like you paid too much (and the seller will feel like they didn't get enough) Regardless of market value, a home is only worth what you are willing to pay for it so if you agreed to that price, own it and enjoy it.
- The decor or wall colors in a home will be awful- to you. Realize that people have different tastes and try to see past it, all of that can be changed.
- The home inspector will find problems. It's not the end of the world and we will negotiate with the sellers. You can still back out if agreements/compromises can't be made.
- The property might not appraise at what you are buying it for.
- The Listing Agent will disappear off the face of the earth and not return phone calls until it's too late.
- Expect some of the houses you view to look nothing like the photos online.

### WHEN SELLING

- The buyer may negotiate 2-5 times on this transaction. They will negotiate the purchase price, the inspection, potentially the appraisal, the final walk-thru, etc.
- The date on the contract will most likely change, it is a guesstimate and subject to many variables.
- An agent will miss their showing appointment.
- Appointments will be made and cancelled at the last minute.
- Buyers will pull up to the house, decide it's not for them and never even come inside.
- Some showings will last about five minutes and some showings will last 3 hours.
- There will be a day when someone wants to see your house, right now. They are probably already standing outside.
- I am going to call you 3 minutes before a showing because they canceled. Sometimes it may even be 20 minutes after. Don't shoot the messenger please :)
- Agents are going to make appointments at the very LAST minute, even when you have requested night before notice.
- People will drive by your home v e r y s l o w l y. It may creep you out, but you don't have a stalker I promise.
- Expect lowball offers, no matter what the market is like.
- After closing, you may feel like you didn't get enough money for your house (and the buyer will feel like they paid too much).

