

## **TIME TO SEE THE LIGHT!**

You've listed your home and accepted a full price offer. Is it time to celebrate? Not quite yet. At least not until some important details are addressed to help speed your transaction toward a successful closing.

Even seemingly uncomplicated contracts can run into last-minute delays that could cause the whole deal to backfire. One of the most common issues has to do with "conveyances." This basically refers to what the sellers will or won't "convey," or pass on, to the buyers.

Contentious situations can be avoided altogether if you and your agent clearly define the "real" and "personal" property to be tendered. Real property is the home itself and any permanent, attached fixtures (think ceiling fans and major appliances), while personal property could be easily removed (think drapery and the microwave oven).

Don't want to "convey" that expensive chandelier in your dining room? Then either replace it before your first showing, or clearly state in the listing that it will not be included in the sale. Pay close attention to the "personal property" item in the Offer To Purchase and Contract, as that is where buyers may request the chandelier be included.

Oversight could result in the buyers trying to negotiate a lower price, possibly causing the transaction to fail. Consider all the fixtures in your home before you list, and avoid any worries or uncertainties.

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