



Problems Revealed During Inspection Successfully Resolved

Problem: It was an exciting time of transition for this couple. She had just had a baby, he had gotten a new job in Boston. They decided they wanted to live in Hingham and we found a sweet 3-bedroom, 2-bath house with a huge yard. Offers were due on a Monday, so I counseled my clients to act quickly and we submitted a full price offer (I knew the home was worth more) on Sunday night to beat the crowd. Their offer was accepted! But the inspection turned up some issues, including a wet basement, which surprised the sellers. The basement was a crawl space, which is why the homeowners were unaware of its condition.

Solution: Through shrewd negotiations with the seller's broker, I was able to get all of the issues resolved. And I also got them \$3,000 off the purchase price.

Result: Happy parents, happy baby, safely ensconced in a new home during a pandemic.

All in a Day's Work: Solving Real-Life, Real Estate Problems for our Clients is a regular feature brought to you by Marie Presti of The Presti Group. Our agents specialize in luxury homes, rehabilitations, multi-families and condominiums in urban, suburban and exurban areas throughout the Greater Boston area. Marie Presti is a Certified Negotiation Expert. Reach out at info@theprestigroup.com to find out how "We go the extra block."

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