



Alaska REAL ESTATE BY DAVE WINDSOR

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REAL ESTATE FROM YOUR POINT OF VIEW

Although unobservable in everyday life, a car travelling down the freeway is shorter than when it is parked at home. A clock in the same car runs slower than the clock in your home. In fact, if the car can travel at the speed of light, its clock stops altogether from our point of view.

If we are riding in the car, the clock appears to be normal, but this is because we are travelling with it at the same speed. All things in what appears to us as space and time are relative to our point of reference. Just ask Albert Einstein.

Everything we look at, measure and think about is relative to our physical and mental point of view. This is why some people think they should get vaccinated and others think they should not. Not everyone wears a mask because everyone looks through different glasses. Be tolerant of such differences.

I was thinking about how much real estate advice I have given over the last 32 years in articles private and published. The fact is that only you can make your real estate decisions. The information published here may assist but you make the decisions.

If you decide to sell a piece of real estate, you could try to do it on your own, or you could hire a real estate licensee.

While just about any licensee can sign you up to represent you, take some photos and insert your details into the Multiple Listing Service (MLS) data base, this is not where the fees of a professional are really earned.

The fees of a professional are earned, like your attorney, in winning your case.

Offer and Contract: Fraught with complexities and personalities, the experienced Realtor can make you a lot of money right here. Handling

the offer, the buyer's agent and, indirectly, the buyer is an exercise of evaluation, judgment and decisions about your counter offer. Not only must the price be the best possible but, once pending, you are off the market until closing so evaluation of the likelihood of success 60 days down the track can be life-altering if you make a mistake.

Inspection Jitters: Once in contract, the inevitable Home Inspection and Repairs is the worst part of the transaction (second only to the Appraisal).

I get intimately and personally involved with repairs because it is all about details, and details are dollars.

Depending on whom I am representing, I advocate aggressively for these repairs. This may even involve challenging the Home Inspector personally over the report.

Home inspectors, like Realtors, have differing experience and attitude. Unfortunately for the seller, the individual inspector has a lot of influence on the buyer who has hired him or her to counsel them on house 'stuff' that they know nothing about.

A buyer often turns negative and critical following the inspection and even the most reasonable seller can be quite frustrated by unreasonable demands.

I fight for the party in my corner but, in the end, compromise is required to move on in your real estate decisions.

On the listing side, I am antithetic to unreasonable, nit-picky inspectors and there are ways to avoid them and/or deal with them. This takes time and skill and you may want to consider what this is worth to you when hiring or not hiring a real estate professional.

Appraisal: The second scary moment in the transaction now arrives.

Neither I nor the Lender has any control over the selection of the Appraiser. While an Appraiser is psychologically disposed towards the sales price on the contract, they still use their own measuring devices and, as we know from the theory of Special Relativity, the measuring device can miss-read the object being measured, depending on the Appraiser's point of view.

Try not to get too upset at this result and, if you will allow me to work my magic, I can often reduce the risk.

Closing: The pandemic has disrupted operations in the service industries and Title Companies and Lenders all have staff problems this year.

This means everyone is running late, or not running at all. I consistently have to pursue these service individuals to minimize delays in your transaction.

Your real estate deal, once made, is a matter of urgency. Days lost mess with your plans. Too many days lost and, who knows, the buyer loses his job, someone gets seriously ill, other events can occur that run your transaction right off the rails.

Meteorite Showers: Just ask Jean-Luc Picard or Captain Kirk why a captain needs to be at the control panel every day. In real estate, as in space, the unforeseen suddenly happens.

Over my many years in the industry I have seen this so many times. Even on the day of closing, or in the 24 hours between closing and recording, things can go wrong. Emergencies require management.

Post-closing dramas: If the contract and the documentation are written and handled correctly your

won't be successfully sued after closing (and neither will I).

However, your representation during the real estate transaction gives you the upper hand and the other party, depending on representation, the weaker hand.

Sometimes, I may even suggest formal legal advice, and you are always advised to seek it at any time. However, I was trained very strictly that what you write is what ultimately matters in a contractually agreed transaction, not what you think or the other guy assumed.

Dave

Wilson

