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Life In The *The Mitch Canin Group*
Real Estate Trenches

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September 2017

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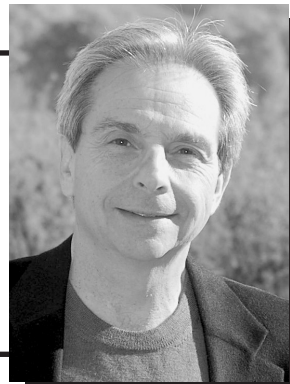


THE HALLMARKS OF SUCCESSFUL NEGOTIATION

Too often, opposing parties locked in negotiation approach the process from the standpoint that in order for one party to win, the opposing party must lose. This “all or nothing” philosophy is not only limiting but often counter-productive, resulting in no agreement whatsoever.

The best negotiators approach the process with a win/win philosophy, one that acknowledges the goal is for each party to walk away from the negotiations feeling satisfied.

Negotiating parties do well when they understand that they must often compromise in some areas in order to reach a consensus in others. This is why some sellers will be flexible on price in order to get the ideal closing date, or why a buyer will pay a higher price in order to get the seller to absorb some of the buyer’s loan fees. This is why some sellers will include the \$2,000 refrigerator in the sale in exchange for extending the closing date 3 weeks.



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Mitch Canin

- Dedicated
- Progressive
- Exacting
- Compassionate
- Innovative

2017 marks Mitch Canin’s 36th year year as a Tucson Realtor. In addition to being Tucson’s #1 Realtor on the EAST & NORTHEAST since 1995, Mitch has twice appeared on the cover of Broker Agent Magazine and ranks among the city’s top 1% of all Realtors in closed transactions 1995-Present.

WHY IT MAY BE WISE TO HIRE A SEPARATE LANDSCAPE INSPECTION WHEN YOU BUY

Most home inspections fail to focus enough time on areas outside the home, such as soil and grading issues, size and location of trees and watering and lighting systems. In fact, most home inspection reports specify that the inspection does not cover the aforementioned.

Therefore, it becomes the buyer’s responsibility to hire separate specialists to insure the discovery of deficiencies or lurking expensive projects. Hiring landscaping, irrigation and outside lighting specialists may set you back another \$200 in inspection fees, but it’s often money well spent. Mature trees can sprout roots that upend sidewalks and driveways, a faulty irrigation system can waste water and increase utility bills and lighting systems can cost several hundreds of dollars to fix or even thousands to replace. Make sure everything works!





- Q)** We are under contract on a \$300,000 home. The listing of the home cites the square footage as 2175 and **notes the Pima County assessor's records as the source.** The Seller Disclosure Statement cites that the square footage "may" not be as much as is cited on the Assessor's records. **We raised no issues about the footage during the inspection period, nor did we hire anyone to perform a measurement.** Two weeks after our 12 day inspection period, the appraisal came back at \$300,000 but **the measured footage was 2025, a good 150 feet less than was represented! Can we renegotiate or even cancel due to the misrepresentation of the footage?**
- A)** **No. If you cancel now, your earnest money is subject to default. The time to dispute the footage was during your inspection period.** Besides, the seller even raised the possibility of less footage in his "Seller Disclosure Statement." **Most importantly perhaps, in spite of the square footage discrepancy, the home appraised at the sales price.**
- Q)** On Monday at 9 AM, we submitted an offer giving the seller until Tuesday at 6 PM to respond. On Tuesday at noon, we still hadn't received a response. At 3 PM Saturday, the seller's Realtor notified our Realtor that we were now competing with another offer. I thought Realtors had an obligation to submit offers to their sellers "as quickly as possible?" **We feel manipulated by the seller's Realtor.**
- A)** Though you have a right to your feelings, **I see no unethical behavior by the seller's Realtor. In fact, the seller's Realtor likely submitted your offer "as quickly as possible" and the sellers, as is their right, utilized the time given to respond in your offer; 6 PM Saturday.** In the interim, a competing offer came in. The sellers may accept or counter either offer. They can even issue counter offers to you as well as the other party.
- Q)** I'm going through a particularly an acrimonious divorce and am tired of living in an apartment. I qualify for a home on my own and found the perfect property. **Can I still buy even though my divorce is not final?**
- A)** Yes, you can, but there are hurdles. **Both the lender and title insurance company will require your estranged spouse to execute a "disclaimer" relinquishing any interest in the property.** Obtaining a disclaimer is a simple matter in amicable divorces. **In acrimonious divorces obtaining the disclaimer, if it can even be obtained, is often "negotiated" either between the estranged couple or their attorneys.**

SELLERS, BEFORE YOU PICK A REALTOR, GET ANSWERS TO THESE QUESTIONS:



1. WHAT IS YOUR NEGOTIATING PHILOSOPHY?
2. DO YOU USE A PROFESSIONAL PHOTOGRAPHER?
3. HOW MANY HOMES HAVE YOU SOLD IN MY AREA?
4. HOW MANY HOMES HAVE YOU SOLD OVER THE PAST 12 MONTHS?
5. DO YOU HAVE TESTIMONIAL LETTERS FROM PAST CLIENTS?
6. DO YOU FOCUS ON REPRESENTING BUYERS, SELLERS OR BOTH?
7. WHAT IS YOUR FEELING ON DUAL AGENCY?
8. HOW DO YOU FEEL ABOUT OPEN HOUSES?
9. IF YOU HAVE A TEAM, HOW MUCH TIME WILL I ACTUALLY BE SPENDING WITH YOU?
10. WHAT ARE YOUR PERSONAL STRENGTHS AS A REALTOR?

COMING SOON! 1990 FT 4 BEDRM + 36 x 16 HEATED & COOLED SHOP/STUDIO ON .83 ACRE VIEW LOT! 9141 EAST INDIAN CANYON RD! (OFF BEAR CANYON) COMPLETE REMODEL!



New kitchen w/granite slab counters & stainless steel appliances! "Natural oak" ceramic tile floors everywhere but the newly carpeted bedrooms! Both remodeled bathrooms have double vanities! Master bath features travertine shower and granite vanity top! Freshly painted inside and out! Dbl garage features new door, fresh epoxy painted floor & extra cabinets. Second outbuilding is 11 x 20! Over \$3,000 of new landscaping performed on this secluded lot w/ RV gate & parking +panoramic views of the Catalinas! Sabino High School! Scheduled for completion 11/20/17 but can be shown prior. **Offers entertained \$285,000-\$299,000....Owner/Agent Mitch Canin....907-6526**