



## All In a Day's Work: Solving Real-Life, Real Estate Problems for Our Clients

### **Case Study:** Affording a dream home on a budget

**Problem:** Our clients' must-have list read like this: new construction, four bedrooms, a wow-worthy kitchen, a barn (to function as an entertainment hub), and a large lot — quite a challenge considering they were looking in the \$750,000 range and didn't want to be too far from Boston.

**Solution:** Rome wasn't built in a day and neither are dream homes on a budget. We were upfront with our clients that it was unlikely they'd get everything on their list, but that we would strive to get as close as possible. We found a home in Wayland that had some of what they were looking for, but it was only a three-bedroom. We identified a first-floor room that could be used as a fourth bedroom, but unfortunately, the septic system couldn't accommodate an additional bedroom. We had an idea. The existing septic system had failed and the owners were obliged to put in a new one. I counseled my clients to offer \$649,000 — contingent on the owners installing a four-bedroom septic system. Their offer was accepted.

Once the septic system is installed, the value of the home will immediately jump by approximately \$30,000 because it will be a four-bedroom. (By the way, the home is surrounded by others in the million dollar range, a good thing!) Our clients plan to build a closet in the fourth bedroom and a bathroom to create a guest suite for the wife's dad. And by paying less than they budgeted for the home, they now can afford a kitchen re-do. They're also researching how to move a barn — an old one they plan to restore — onto their property. They'll soon have the home they dreamed about.

***All in a Day's Work: Solving Real-Life, Real Estate Problems for our Clients*** is a monthly feature brought to you by Marie Presti of the Presti Group, Inc. 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. For more information, visit <http://www.theprestigroup.com>