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Blizzard No Bar To Sales For Wellesley Agent

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With the governor ordering all but essential workers off the roads during last Tuesday's blizzard, most people were content to sit at home in their bunny slippers - but at least one agent was out in the market, working her tail off.

Kathy Kelley, an agent with Berkshire Hathaway HomeServices Town and Country Real Estate in Wellesley, was the listing agent for a newly constructed home in that town. The property had its interior finishes completed late last week, and she was able to put it up on the MLS on Friday, immediately receiving several calls for showings. Saturday's snow meant she wasn't able to show the house until Sunday, but when she was able to open up the property she found plenty of eager buyers on her doorstep.

"I had four appointments in a row, bang bang bang, right off the bat," she said.

The property was particularly appealing as it's within walking distance of several local schools, she said, in particular being mere blocks away from the local elemen-

tary. So she wasn't too surprised when one of the buyers who viewed the property Sunday called on Monday with a few follow-up questions for the builder. What was a little surprising was when he called again first thing Tuesday morning, in the middle of the blizzard, wanting to know if he could get an offer in that day.

"I was like, well, yeah - I think we're all stuck at home," said Kelley. She reached out to the builder, the buyer emailed a preliminary offer in a PDF document and negotiations went on throughout the afternoon. "We were able to all just sit on our jammies at home and work everything out," she said.

By the end of the day, Kelley was able to upload an offer to the DocuSign platform and obtain e-signatures from both parties, with the check hand-delivered the next morning.

Managing to complete a signed contract offer during the sixth-worst winter storm to ever hit the Bay State may be some kind of feat, but Kelley wasn't entirely surprised given the state of the Wellesley market. Though inventory is generally low at this time of year, having about 100 houses on

the market is typical. At the moment, there are only 54 active listings in town, Kelley said.

The buyers in this particular case had been searching though the fall, and finding a home quite close to local schools was their top priority. "There's a big trend [in Wellesley] toward village living - people want it to be walkable to a cup of coffee and a newspaper," she explained.

The buyers "knew what they wanted and were ready to move quickly, and they knew other people would like what they like ... The snowstorm was sort of the opportunity to get this house wrapped up without competition," said Kelley.

The only fly in the ointment was that "my husband was a little annoyed - I had bought all this food the night before. He thought he was going to be feasting all day, and then I didn't step into the kitchen," until that evening, laughed Kelley. "As long as I had my phone and my email I was good to go. Thank you, Comcast, for not failing me this time!" ■

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