

SOUND OFF: SUSAN HOLEY

# A final walkthrough of a home signals the parties are nearing a closing conclusion

Buyers, sellers and agents know how difficult it can be to navigate all the moments from the initial offer to the closing table. The “walkthrough” is the very last step before the buyer signs the closing contract. While not advisable, in this highly competitive market, there are some buyers who are foregoing the very important inspection step, in order to sweeten their offer for a seller. The final walkthrough, however, should never be skipped. After all, if a tree happens to fall on the house the night before closing, the

buyer will want to know! From the buyer’s perspective, let’s assume an inspection was conducted. During the walkthrough any items flagged for fixing should be specifically checked. It is not uncommon for diligent buyers to run water, check for any leaks, check appliances and even the heating and cooling systems, but the walkthrough is the time to give each of those a final look. Some inspection firms offer a service to attend the walkthrough and check the items flagged during

the home inspection. This is not the norm, and if buyers choose this service, the seller and seller’s agent should be informed well in advance, as it can require almost as much time as a full inspection. Also, from the seller’s perspective, this can be somewhat treacherous if any new items come up at the last minute. Their property has now been off the market for some months since the deal was made. If a new issue comes up, it would have to be pretty significant to require a last-minute price change. Since buyers have a right

to expect the house to be in good working order during the walkthrough, sellers are wise to stay on top of maintenance items right up to closing day.

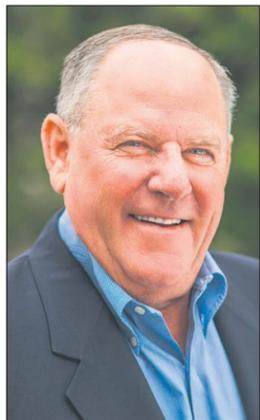
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AGENT PROFILE: RUSSELL PRUNER

# Realtor Russell Pruner draws on decades of experience in Greenwich real estate



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Russell Pruner

Backed by nearly four decades of experience in Greenwich real estate, Broker Russell Pruner of Compass delivers outstanding client experiences and award-winning results. With him at the helm, buyers and sellers enjoy a deeply personal approach that caters to their unique needs. Elite customer service, unsurpassed market knowledge, and unwavering integrity are the hallmarks of his work, but it’s his 55-year love affair with Greenwich that

makes all the difference. From the beach to backcountry, Pruner is Greenwich’s biggest fan and most avid promoter. As the go-to guy for all things Greenwich, he knows that buying a home here is about more than just property: it’s a lifestyle. He thrives on helping people find their place in the world, guided by this extensive area network and expertise. Pruner attended local schools, as did his children, and his wife is the head ESL teacher at Glenville

school. From schools and community causes to golf and recreation, his ability to navigate Greenwich communities and homes is peerless. Consistently named among the top Realtors in Greenwich, Pruner earned his real estate license in 1985 and launched his own real estate firm in 1989. There simply isn’t a challenge or complication he hasn’t seen and overcome. Throughout his storied career, he has helped numerous clients and families call

Greenwich their home. Best of all, he counts many of them as his closest friends today. He believes it’s imperative to seek out someone with Greenwich experience, knowledge, and longevity when buying or selling one of life’s most expensive and important assets. Pruner invites you to visit his website at EverythingGreenwich.com. You can also listen to his local radio show, “Greenwich Streets,” which he co-hosts with his brother Mark Pruner, live on Mondays,

from 10 to 11 a.m. on WGCH.com. Previously recorded episodes are also available on Apple, Google Play, Spotify, and Amazon Music.  
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