HOMEOWNERS INSURANCE CONSIDERATIONS WHEN SELLING YOUR HOME

Presented by

HOWARD & GAY
INSURANCE

As you prepare to sell your home, insurance-related details can play a key role in a smooth transaction and may even add value for prospective buyers. Here are a few important factors to keep in mind:

1. Flood Insurance Transferability
If your property is in a flood zone and you carry a flood insurance policy, it's possible your policy can be assumed by the buyer. An assumable policy can be a major advantage - especially if it offers favorable rates or has grandfathered pricing that may no longer be available.

When in a flood zone and listing your home for sale, it's important to have an elevation certificate so any potential buyer can review it with an insurance professional.

2. Roof: Age, Condition, and Materials
Your roof is one of the most scrutinized elements of your home during a sale by insurance carriers. Be prepared to provide details about its age, current condition, material, and maintenance record. This may impact a buyer's ability to secure affordable coverage. Newer roofs or those made with durable, impact-resistant materials can help lower insurance costs for the buyer and reduce underwriting concerns.

3. Claims History (CLUE Report)
Insurance companies review the property's claims history. Multiple past claims may impact a buyer's ability to secure affordable coverage. Transparency here builds trust and helps avoid surprises late in the process.

4. Systems and Safety Features
Updated electrical, plumbing, and HVAC systems are attractive not just for functionality but also from an insurance standpoint. Safety features like water shut off systems, security systems, and fire alarms may also help buyers qualify for discounts.

5. Liability Considerations
Ensure your liability coverage remains active until closing. Even during the selling period, you're responsible for accidents that occur on the property.

6. Vacancy or Unoccupied Home Coverage
If you move out before the home sells, notify your insurer. A standard homeowner policy may not fully cover a vacant property, and you may need endorsement or separate coverage.

7. Smooth Transition at Closing
Work with your insurance provider to time the cancellation of your policy appropriately. Coverage should remain in force until ownership officially transfers to avoid any gaps.

Position Your Home for Success
Addressing these insurance considerations upfront can reduce delays, improve buyer confidence, and help your transaction close more smoothly. A well-prepared seller is a more attractive seller.

The Advantage of a Local Private Client Broker
Howard & Gay Insurance is an independent, family-owned brokerage serving Connecticut's most discerning homeowners. We provide:

- Direct access to premier high-net-worth insurers
- Personalized service from local experts
- Coordination with lenders, attorneys, and closing teams
- Continued annual reviews to ensure proper coverage

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