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## **2017 Women in Real Estate Spotlight - Sarah Tricot**

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Sarah Tricot  
Attorney  
Fletcher Tilton PC

Years in real estate: 6

What real estate associations or organizations are you a member of: Massachusetts Bar Association, French American Chamber of Commerce of New England

What trends are you seeing so far this year: This year's transactions have been more contentious than prior years, attorneys are tasked with finding a balance in emotionally charged negotiations and closings. There is an influx in quirky contingencies/credits in offers that brokers are using to ensure their client's offer wins. Additionally, given the fact that many homes are being sold for over asking price both the buyer and the seller have somewhat unrealistic expectations of how the negotiations should transpire, primarily with respect to home inspection items. This year has definitely kept me busy and I am excited to see what the fall market has in store.

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