

## 10 THINGS TO TAKE THE TRAUMA OUT OF HOMEBUYING

*Mary & Joe Skye*

1. Find a real estate agent who is simpatico. Homebuying is not only a big financial commitment but also an emotional one. It's critical that the agent you choose is both skilled and a good fit with your personality.
2. Remember, there's no "right" time to buy any more than there is a "right" time to sell. If you find a home now, don't try to second-guess the interest rates or the housing market by waiting. Changes don't usually occur fast enough to make that much difference in price, and a good home won't stay on the market long.
3. Don't ask for too many opinions. It's natural to want reassurance for such a big decision, but too many ideas will make it much harder to make a decision.
4. Accept that no house is ever perfect. Focus on the things that are most important to you and let the minor ones go.
5. Don't try to be a killer negotiator. Negotiation is definitely a part of the real estate process, but trying to "win" by getting an extra-low price may lose you the home you love.
6. Remember your home doesn't exist in a vacuum. Don't get so caught up in the physical aspects of the house itself – room size, kitchen – that you forget such issues as amenities, noise level, etc. that have a big impact on what it's like to live in your new home.
7. Don't wait until you've found a home and want to make an offer to get approved for a mortgage, investigate insurance availability and consider a schedule for moving. Presenting an offer contingent on a lot of unresolved issues will make your offer much less attractive to the seller.
8. Factor in maintenance and repair costs in your post-home buying budget. Even if you buy a newly-constructed home, there will be some costs. Don't leave yourself short and let your home deteriorate.
9. Accept that a little buyer's remorse is inevitable and will probably pass. Buying a home, especially for the first time, is a big commitment, but it also yields big benefits.
10. Choose a home first because you love it; then think about appreciation. While most areas of the U.S. have seen positive appreciation over the past decade, and we have seen considerable appreciation locally in the last five years, a home's most important role is as a comfortable, safe place to live.

Source: NAR/Skye