

THE **INFORMED** Home Buyer/SellerTM

Helpful Advice for Making the Right Move

Issue 12

Looking for the Perfect Home? *Create these 2 Lists*

There is probably a long list of things you need and things you want in your next home. But putting them all on a single list would be a mistake.

Why? Because buyers who separate what they need from what they want are much more likely to find a home that meets all their requirements.

For example, say you want a home that is close to a golf course but you need it to be in a neighborhood that has a good local school. If you hold out for both, you may miss some great opportunities on the market. Or worse, you might mix up your priorities and become so excited by a house that's a block away from a country club (what you want) that you fail to realize that the nearest school (what you need) is several miles away.

That's why you should create TWO lists when you shop for a home: a needs list, and a wants list.

Your needs list might look something like:

- Four decent sized bedrooms
- A sidewalk in front of the home
- A double car garage
- A playground within walking distance
- A clean, safe neighborhood.

Your wants list may include:

- A finished basement
- Hardwood floors
- A large deck
- Fine dining restaurants nearby
- Backing onto a ravine or wooded area.

Does all this mean you can't get the home you want, just the home you need? Not at all! By having two separate lists, you can make the best decision. You can make sure you find a home that meets all your requirements and, ideally, one that offers as many of the "extras" as possible.

Need help finding a home that matches your needs and wants? Call today.

Beware of **Bargain Hunting**

When shopping for anything — clothes, CD players, even homes — it's natural to look for a bargain. We all want to pay the lowest price possible.

However, this attitude can get in the way of finding, and getting, the home we want. In fact, many people miss great opportunities because their price expectations are too low.

Find out what the current market price is for the type of home you're considering. Then set your expectations accordingly. If you do, you'll stand a much better chance of finding the home of your dreams.

Think, Act... Live!

"Bite off more than you can chew, then chew it. Plan more than you can do, then do it."

Ella Williams, Founder, Eagir Systems

"A goal without a plan is just a wish."

Antoine de Saint-Exupery

"Opportunity is missed by most people because it is dressed in overalls and looks like work."

Thomas Edison