

## VALUABLE INFORMATION FOR 'BUYERS' THE NO STRESS MOVE

Moving into a new home can be one of the most stressful situations that a person can endure, so it is vital that you find ways to make the transition as easy as possible. There are two distinct types of stress that one faces when changing homes. First, there is the financial aspect of the move. Finding the right home at the right price, negotiating the purchase with a seller, filling out the lengthy paperwork involved, and handling the escrow can all take its toll. Then there is the emotional aspect of the move, and this is often where the greatest amount of stress is felt. A competent and professional real estate agent can make the financial steps of the process easy, but if your emotional needs are unfulfilled, you may find yourself tired and frustrated and not acting in your own best interest.

**It's important to begin with the end of the process in mind.** When you know the exact result you want to end up with, the process of getting there becomes much easier. Take the time to analyze how your life will be once you have moved into your new home and how it will be better than your current situation. Take the time to write out the improvements to your life and keep this with you at all times during the transaction. Having a physical copy of your goal will energize you to achieve it, regardless of any setbacks. This will be an emotional anchor that can keep you mentally in place.

**Be flexible throughout the process.** Allow yourself financial peace of mind by overestimating the costs. Many things can happen between the time you begin looking for a home and closing the sale. Hidden costs, problems with the inspection, or fluctuating interest rates can all pop up at any time during the transaction. By allowing yourself flexibility, you can compensate for sudden changes that otherwise might bring a halt to the process. If you anticipate and prepare for these problems, you can avoid getting angry or frustrated when things don't go exactly as planned.

**A good REALTOR can review the step-by-step procedure in purchasing a home.** Trust the process and stay focused on your ultimate goal of home ownership and you will find the process will go smoothly. Trust that your agent and the team they have assembled are working in your best interests.

**Work with people who are willing to educate you on every step of the process.** The more knowledge you acquire when buying a new home, the more at ease you will feel. Understanding that things don't always go exactly according to the original plan is key, so take the time to learn about the step-by-step procedures. Have confidence in your REALTOR and yourself. Ask every question on your mind, no matter how seemingly insignificant it is. When buying a new home and moving, there are no stupid questions.

Sometimes, the best way to remedy a situation is to remove it from your mind completely for a little while. Seek out a form of entertainment that you know relaxes you and embrace it. Maybe you like to play a sport or watch movies. Use your hobbies and enjoyable pastimes to relieve your stress.



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Moving can be especially hard if you have children. For adults, living in a home for a few years represents just a small portion of their lives, but children who have lived in a home for most or all of their lives will face a much more difficult time when changing homes. Even just those few years represent a much larger portion of a child's life.

Familiar things such as friends, schools, the streets where they played and the shops they were accustomed to visiting will be changing. Everything in their home will be new. The impact on a child starts the first time they hear about moving and can be very uncertain. It is important to include your children in as many aspects of your new home as possible. Instead of just letting them decorate a new room, take them to the store and let them help choose new paint or carpet, the decorations, and whatever else that will give them the opportunity to feel like the new house is really a home.

Teenagers can have a hard time if they have an established life in high school, especially when they have close friends or a boyfriend/girlfriend. Teenagers already view themselves as adult members of the family, so be sure to treat them as such. Expect that your kids may be even more distressed after the move when they must restart their lives from scratch. Give your teenagers a long distance allowance to keep in touch with those they left behind, but also encourage them to join as many clubs and sports at school as possible in order to build a new life with new friends and a new environment.

There are so many different ways that moving can be stressful on both you and your family, it is important to take the time and steps necessary to make the transition as easy as possible. Remember, the most important part is that you are starting a new life filled with new possibilities and opportunities. By making the most of these opportunities, you can have a successful move for you and your family.

**Choose your agent wisely.** Working with a full-time professional real estate agent is a must. Ask questions of your agent. Find out how knowledgeable he or she is about houses currently for sale in your price range and also of houses that have recently sold. Can your agent recommend a good lender that has the reputation of excellent customer service and low rates? Does your agent ask questions of you to have a full understanding of what you are looking for to help you get the most home for the money?

*Have questions, need advice you can count on or just want to discuss this further?*

*Don't waste any more time; pick up the phone and call me now! I'm here to help!*

*"I appreciate you as a client and a friend. I appreciate your business, your loyalty, trust and your referrals. It is my goal to provide the very best counsel, advice and service possible for your real estate needs. If I may ever be of assistance to you, a relative, friend or co-worker please don't hesitate to call me. I look forward to the opportunity to serve you. And remember, to BUY or SELL, CALL Martha Bell! 334-546-2104"*

*Martha*



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