

6 Ways to Beat the Stress of Buying or Selling Your Home

MOVING, DEATH & DIVORCE are the three most stressful experiences in life. Listed below are some ways to cope with the stresses of moving.

There are two very different kinds of needs that people have while moving. First there are the transactional needs, finding the right home or Buyer for your home, negotiating the price, filling out the paperwork correctly, handling the closing, and arranging the move.

There are also emotional needs that are involved when moving. This is where the biggest stress comes in. Any competent Agent will handle the transactional needs for you, but if your emotional needs are unfulfilled, you'll be frustrated and may not act in your own best interest. The ideal Realtor is not only competent with paperwork and numbers, but can also be the one to guide, direct, and counsel you through the emotional ups and downs. Here are the six best ways we've found to beat the stress.

1. Begin with the end in mind.

Have an ultimate scenario in mind. What will life be like when you get there? How will it be better? Dwell on that picture and write it out, fill up at least a page about how it would feel in the new place. Having the goal in front of you at all times energizes you to achieve it in spite of setbacks and frustrations. This will anchor you when emotions run high. Focus on that future goal when anxiety threatens.

2. Be flexible.

In the monetary calculations, it is best to overestimate by a thousand dollars. In this market, anything can happen between contract acceptance and closing. As your Real Estate Team, we strive to tie up loose ends as quickly as possible, but remember there is no perfect world.

3. Trust in the process.

There is just so much to do, it's easy to panic. You may wonder if it will ever work out. Even though you can't see every step of the way, remember we've been there many times before, and we'll be looking out for you.

4. Get knowledgeable.

One thing you'll probably feel during this transition time is being out of control. The Buyer or Seller, the Lender, the appraiser, and the inspectors all seem to have the power to say yes or no to your moving plans. We'll try our best to let you know ahead of time what your expenses will be and to predict the possible scenarios. We'll tie up the loose ends as soon as it is feasible. We'll educate you in order for you to more understand the process.

5. What are your options?

When things don't go as smoothly as hoped, try not to let emotions take over. Instead ask yourself "What are my options?" Imagine the Lender takes longer than agreed upon to get the loan. It is natural to feel upset because you wanted to feel certain about the upcoming move. You may want to say "Forget it, I'm fed up with this!" But what are your options? Find a new Buyer or Lender and start the process over again? That may take weeks. Each case is unique, but when setbacks occur, we've found that asking yourself "what are my options" helps to defuse the situation and restore clear thinking.

6. Seek entertainment.

When there's nothing you can do about the situation, take your mind off of it altogether. Maybe you expected loan approval on Friday, but now it won't come until Monday. No one likes being in limbo. So do something else entirely. Take a hike, play tennis, get out of town for the day. Do whatever diversion works best for you. Just forget the situation and refuse to listen to those irritating thoughts when they come into your head. Think about something else instead and take it one day at a time.

To keep stress to a minimum, here's how The Marti Bedell Team will serve you in buying or selling your home:

- Give our experienced counsel and advice with your best interest in mind.
- Help you clarify your goals and motivation.
- Negotiate effectively for you to get the best possible price and terms.
- Treat your money like it were our own, shaving every expense possible.
- Be your levelheaded sounding board or relief valve when the stress is overwhelming.
- Counsel you through the common feelings of "Buyer's or Seller's remorse".
- Educate and advise you of your options throughout the entire process.
- Contact you regularly as your closing approaches.
- Protect your interest up to and through closing, keeping a detailed record of the transaction.
- Communicate with you regularly to keep you apprised of the progress of your transaction.
- Continue to help you, even after the closing, in anyway we can.