



# Thinking Of Moving? Do Your Research!

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If you're thinking about buying or selling, do your research. Moving is an emotional time. Too often, people make quick snap decisions that can cost them in the long run.

A buyer may impulsively call a real estate agent, look at a property that same day, and fall in love with the house. They make a bid without considering some very important factors. Don't make this mistake.

When considering buying or selling, put your emotions aside for a bit and think about:

- **Location.** The old adage "location, location, location" is still true. Is the house near a busy downtown? You may not want to be that close to the commercial sector. Is it close to your work? Sure, it's only two miles away from your office, but have you driven the route at 7:30am? Maybe traffic gets severely backed up in that direction.
- **Schools.** Sure, the school has a great reputation, but have you researched what's important to your own kids? Maybe they're into sports. What is the sports program like? Maybe they're into performing. Is there a good drama club?
- **Size.** How big a house do you really need? How small of a house can you really live in? Many people misjudge the size of a house and their living requirements. Big houses are tough to clean. Small houses, even ones in exclusive neighborhoods, may not afford you enough private space.

- **The neighborhood.** Have you sat in your car in the new neighborhood and watched what goes on? Try it for an hour during the day and an hour at night. You may be surprised at some of the activities that you weren't aware of. Maybe one person likes to work on his car all night long. Maybe the lovely Victorian on the corner is a bed and breakfast with a lot of guests coming and going. And perhaps this is not the type of neighborhood you are looking for, perhaps you want a more quiet neighborhood. If you play private detective, you'll find all this out before you make an offer.

- **Timing.** What is the best time to sell? Is everybody else trying to sell at the same time, meaning you'll get less money? Maybe it's smarter to wait. Maybe it's smarter to sell quickly. That's where a real estate agent is your best asset—I can tell you where the market is for your neighborhood and what your best course of action should be.

- **Fixing up.** Landscaping may be just what you need to sell your home, but redoing an entire bathroom may cost you money. So many people do major work and then inflate the price of the home due to "pride in workmanship". But an overpriced house is still an overpriced house, no matter how many additions you've put on it.

Paying attention to these tips will save you time and money. Call me for more information on your neighborhood, buying and selling strategies, and general market conditions. With an unbiased and experienced eye, I can help guide you through the best actions to make your move easy.

*Me* Specializing in the Difficult  
Excelling in the Impossible®