

SOUND OFF *Betty Hensal*

How do you know when you've found the right house?

Now that you've searched for just the right house and you have found a couple of possibilities, how do you know which one you should buy? First, you need to remember that you can change a lot of things about a home to make it your home but the one thing you cannot change is the location. Make sure that the location works for you. Be sure to check the travel time to work. You should do this during rush hour. Check the actual driving time during the morning and evening rush hour.

If schools are a consideration to you, take the time to check



them out. You might even be able to meet with the principals in the schools your children will attend. This would give you the opportunity to find out if you think the school system will meet the needs

of your children.

If you are torn between two homes, I suggest that you use what I refer to as the Ben Franklin technique. Make a large "T" on a piece of paper. On the left side on the top of the "T" write a minus sign and on the right side write a plus sign. Then write down all of the things you don't like about the house under the minus sign and write down all of the things you do like about the house under the plus sign. Then see which side has more items listed. You can also use this technique if you and your partner can't decide which home to bid on. You can each do this tech-

nique independently of one another. Once done, you both have items you can discuss. You can discuss these points — over a quiet dinner with one another. Together, you can decide which home you both like. Many of my clients have found this suggestion very helpful and even fun. The "T" actually looks like a scale and you can see which side weighs the most. Hopefully, the positive list will outweigh the negative list.

In the end, the one thing that really stands out to me through all the years of helping buyers find the perfect home for them, is

that buyers buy homes that make them feel good. You can find two homes that have almost identical features to choose from but it's been my experience that buyers will pick the one that gives them a good feeling the minute they walk in the door. It's almost the same feeling you get when you meet the love of your life. The best way I can explain it is that it's like a chemical reaction. It's just feels right; it feels like home!

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