

# THE **INFORMED** Home Buyer/Seller™

## Helpful Advice for Making the Right Move

Issue 7

## Making Relocation **Almost Painless**

Moving to a faraway town, city or region can be either stressful or exciting. It all depends on the help you get. That's why it's so important to choose the right real estate agent for your relocation.

It's easy to come up with a list of agents that specialize in the area to which you're moving. Just check the Internet or contact local real estate offices.

**But how do you select a REALTOR® that is the best fit for your requirements?** After all, you may not get a chance to meet prospective agents face-to-face.

Here are some tips that can help:

- Ask for references. Ideally, you want to speak to other clients whom the agent has helped to relocate into that area.
- Make sure the agent has the time to help you. You may be flying in for just a few days to look at several home possibilities. Will the agent be able to clear his/her schedule to assist you?
- Does the agent specialize in the type of home and/or neighborhood you're looking for? You want your relocation to go smoothly. If you need a mid-sized family home, don't take chances on an agent who sells mainly condos.
- Does the agent have a successful track record of helping remote home shoppers? Because you are relocating, you will have special needs and issues that only an agent with experience can handle.
- Finally, do you get a good feeling about the agent? Does he/she strike you as friendly, helpful and knowledgeable? You want to feel comfortable with your choice. If your gut says "No", so should you.

Picking the right agent won't make your relocation seem quite like a holiday trip. But it will help make it go more smoothly.

If you need help finding an agent in another town, city or region, call today.

## When Choosing a Fixer-Upper **Makes Cents**

Some renovations can significantly increase the market value of a home. Others can cost more than you'll ever get back.

So, when choosing a "fixer-upper", look carefully at the work that needs to be done.

General painting, and bathroom or kitchen renovations typically increase the resale value of a house. "Invisible" repairs such as plumbing, electrical, or heating systems do not.

Before you buy, work with your REALTOR® to develop a market value estimate of the house you are considering as though the renovations you're contemplating are already complete.

If the math works, go for it. Buying a "fixer-upper" can be very rewarding.

*Think, Act... Live!*

*"In the modern world of business, it is useless to be a creative original thinker unless you can also sell what you create."  
David Ogilvy, Advertising Legend*

*"Setting your own standards—and living up to them—is a better way to profit. Not to mention a better way to make your day worth all the effort you put into it."  
Seth Godin, author of Permission Marketing*