

The emotional effects of selling your home | Home & Living

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Selling a home is a major event in anyone's lifetime. This important undertaking requires knowledge of the housing market and real estate contracts, as well as marketing and pricing strategies.

But, of course, there is more to selling your home than the transaction itself.

Not only does your home need to be in selling condition, but so do you.

From the decision to sell until the day you sign at the closing table (and beyond), selling a home is a roller coaster of emotions. Not everyone will have the same experience when selling his home, but there are some basic ingredients that go into all home sales.

The adventure begins when you decide to sell your home. You are stepping up on that platform and getting ready to ride the coaster. Whether the decision stems from a need to sell or a desire to live somewhere else, your body is already receiving signals from your brain that your life is about to change.

When someone shifts out of their comfort zone, the body buzzes with energy. Energy is good! It means you will have the power to create the necessary changes to meet your goals.

When you hire your Realtor, you've boarded the ride. You may have already begun to prepare your home for sale at this point. Whether it's decluttering, doing repairs or freshening up, these activities give you a feeling of pride in your homeownership.

You generally put a lot of TLC into your home. Why? Because the dwelling is an outward expression of yourself. This is why it can be difficult to detach yourself from your house. It is strange to think of anyone else living in "your" home.

Focusing on what lies ahead in your own future is a useful tool as your roller coaster picks up speed.

Now your home is priced at the perfect amount and officially on the market. The showing requests are coming in left and right. It's thrilling! Then, you start to hear the feedback from potential buyers: "It's too small," "There isn't enough storage" or even "The neighbors are too close."

The roller coaster goes up and then quickly down. Your heart sinks. How can you sell your house if nobody likes it? You worry, but there isn't much you can do to improve upon these "issues."

Then you receive an offer (or maybe even two)! Things are looking up again. Your Realtor goes over the offers with you. They are both lower than you expected. Maybe you

will make a counter offer on one of them, or your Realtor will ask for “highest and best” from both potential buyers, or maybe it hasn’t been very long so you decide to wait to see if a better offer comes in.

Remembering that you have choices during the selling process will help to relieve some stress.

Once you have an agreement with a buyer and your home is under contract, you’re in the home stretch. Your home isn’t sold until the papers are signed at closing, but you and your Realtor have done your homework, and it looks like it is going to be a smooth ride to the closing table.

There could still be a few more bumps along the track, but it’s time to concentrate on preparing for your future. You and your Realtor will continue to communicate to address any concerns and make sure you have all of the information necessary to complete your home sale.

The roller coaster finally slows and pulls onto the platform as the ride ends. The papers are signed, and you know you’ll be receiving your proceeds shortly.

What comes next? Another ride? Maybe a vacation? Whatever housing thrill you seek next, remember that hiring a Realtor with complete knowledge of home selling will help keep the ride smoothly on track.

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