

Buyers should not settle for less than what they want in a home

I've got buyers who have been looking for a house for almost three years. No, they don't want me to take them house hunting every weekend. They know what they want, and very few homes offer the look and location they are trying to find.

I just meet them every couple of months at a property they want to explore. We check out the house, share updates on our families and usually decide the house is not "the one." Then we go our separate ways and continue to check out the listings every couple of days online.

They have almost bought two of the homes we have seen. The first one was rather early in their house-shopping marathon. They didn't want to go above the neighborhood average price for fear it would hurt resale prospects down the road. I maintained that the home wasn't just an average neighborhood house. I wish I could have talked them into coming closer to the seller's asking price, but that suggestion fell flat and the seller rejected their offer. Sometimes it is a good idea to listen



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means the owner was trying sell it for less than what was owed to avoid foreclosure. In a situation like this, the bank has to approve the offer, for which we had to wait about three months. My buyers attempted to counter the bank's counter offer. I assured my buyers the bank was very unlikely to come down to their offer price. With other offers on the table, I said, the bank would work with the highest and best offer and leave ours behind. This suggestion also fell flat, and the seller rejected their offer. Sometimes it's a good idea to listen to your real estate agent.

A second chance came along a few weeks later when the second house came back on the market because the first deal fell through. The counter

to your real estate agent.

The second home was a recent attempt. Having put in an offer, we discovered other offers were on the table. The home was being sold as a short sale, which

from the bank had not changed. After much convincing on my part, my clients came up to the bank's price. However, the home inspection revealed more issues than my buyers cared to tackle, so they decided to continue looking. We were almost there. Sometimes it is a good idea to listen to your home inspector.

And so we look. With 4,000 listings on the market, we continue to be unable to find the right house. Why? They want that one-in-a-million house. That house with the unique contemporary architecture they want, in the area where they want to live, with potential to be remodeled and support its new value in the neighborhood, and within their price range. Seems the Knoxville area is full of beautiful traditional homes that meet most of their criteria, but they want something that really reflects their personality and artistic style.

Most homes with this degree of style and personalization are already inhabited, and are well-loved by their owners, who wouldn't dare think of selling such a prize. I'm sure builders have created homes that appeal to the traditional tastes of the largest pool of buyers. It appears that bold,

contemporary homes are just too far out of the comfort zone for most buyers, so few of them are out there.

Should my buyers adjust their criteria in order to find a home? Nah. We've already tweaked the price range, the location, and the number of bedrooms and baths without any more success than we had before.

This will likely be their largest single investment, and they should wait for the house they want. When they find it, it will be one-in-a-million, and it will be time to make a good offer to make sure they get it. In a case with a house as rare as this one, it is sometimes a good idea to listen to your real estate agent.

I propose that life is too short to spend years in a place that does not make you feel content, nurtured, inspired, happy, free and glad to be home. Sometimes it is a good idea to listen to your heart.

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