

# Home is where the heart is

**H**aving owned the home for most of his adult life, there was great emotion involved in the selling of the property when the time came. After all, he had raised three kids in the house, had seen neighbors come and go, and had accomplished all of the home improvement projects himself over the years. Many times he had considered moving, but had no real reason to go, as the house was adequate, and he liked the area where it was located.

But, newly married to a successful woman with a job in another state, it was time to do something with the house here. He investigated the possibility of keeping the home as a rental property, but it would be difficult to manage it from so far away. What if there were issues with maintenance, or with renters, or if there were an emergency?

Rent or sell, there was work to be done to the house in order to do

either. Wallpaper removal, painting, touch-up trim work here and there, and the completion of a project he had started in the master bathroom. As his real estate agent, we had discussed a reasonable asking price, and had considered some of the things he needed to do to the home to sell quickly and at the best price.

When it came time to actually sign the papers to put the house on the market, he was still hesitant. Was now the best time? Could he subdivide the large lot and make more money? Was renting still out of the question? In addition to having second thoughts about the whole selling process, he began describing to me all of the things that he thought the new owners could and should do with the property.

"The back part of the yard would be great if someone wanted to put in fruit trees. There is a Concord grapevine back there that grows and if it were tended, would



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Homework

produce some nice grapes," he said.

"This is a great house for someone with kids. And, the building out back is weather-tight and has a small air conditioner in it, so it's really more of a workshop than a storage building. All the neighbors around me have taken good care of their homes.

The screened porch could be turned into a room if someone wanted to do it," he continued.

While everything he said would have been a fine idea for the new owners, I think that he was not speaking of things the new owners could do, but it was a list of things that he had, at one point, considered doing. Now, if the house were sold, he wouldn't have the chance to see those things completed. A few simple dreams and ideas had to be abandoned with the sale of the house.

But, after much additional deliberation, it was determined that selling the house was the most

practical and financially sound decision, and that it was time. It was time for him to pack up and go forward with his new life in a new state, with his new love. It was time to let someone else take over the maintenance of the home, to raise a family there, and to enjoy the neighborhood.

Although selling can be a difficult choice to make, it is often the best choice. With the exception of the brick and mortar that make up the walls of the house, all of your physical belongings go with you to your next home. After all, home is where the heart is, and your memories stay with you forever.

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