

Pushing Past the Emotions of Buying and Selling Your First Home

Whether you're buying or selling your first home, you're going to feel a lot of emotions. After all, it's a significant milestone. Selling your first home is arguably harder than buying your first home. But don't worry. We'll walk you through managing your emotions so you don't get cold feet!

1. Get to Know Your Emotional Attachments

- Start by acknowledging your feelings and where they're coming from. You can also communicate those feelings openly with your real estate agent. They'll know exactly what to say!
- Understand that emotional decisions can impact negotiations, so it's important to keep a level head. It's necessary to not only acknowledge your feelings and where they're coming from but also process them in a healthy way before you get the ball rolling.
- Take the initiative to balance your emotions with practical considerations.

2. Set Realistic Expectations

- It's essential to define your priorities early in the process, as these will be non-negotiable. Having a list of priorities will help you focus on what's important rather than how you're feeling.
- Be ready to adjust your expectations based on things like market conditions, budget constraints, and unforeseen circumstances. These things can make anxiety and emotions skyrocket, which leads to bad decisions.

3. Learn to Overcome Decision Paralysis

- Defining and prioritizing your criteria for buying or selling. Once again, a list of priorities will keep you focused on what's important.
- Seek guidance from your real estate agent. If you get stuck, they'll help you assess the root of the issue so you don't end up losing out on an offer or a house.
- Focus on finding the best home or buyer for your needs, not perfection. All you have to do is trust in the decision-making process by falling back on your specific criteria.

4. Get Into an Investment Mindset

- Think of the sale or purchase of a home as a long-term investment. So, begin by coming up with a realistic budget or sale price based on the market and stick to it.

- Consult with a trusted financial advisor to understand the long-term impacts of your decision.

5. Don't Be Afraid of Commitment

- Clearly define your goals and preferences to determine what's most important. This is a recurring theme in buying and selling a home, as it serves as a reference point to keep you on track!
- Take a moment to envision your future in your new home. Eventually, you'll settle in and *feel* at home again. This works whether you're buying or selling!
- Work with your real estate agent to make sure your decision to buy or sell aligns with both your long-term and short-term goals. Focusing on your goals will make it easier to commit to the next steps.

6. Quell Negotiation Anxiety

- Put your trust in your real estate agent's experience and expertise in negotiations. You hired them for a reason, and they know what they're doing.
- While establishing clear priorities is necessary, stay flexible. You'll likely have to compromise at some point, and that's okay!

7. Prepare For the Emotional Impact of Closing

- Be sure to stay informed about the entire process so you can prepare yourself for closing day.
- Get ready for any potential last-minute hurdles by working with your real estate agent to come up with a plan B you can rely on.
- Lean on your real estate agent when you need guidance — that's what they're there for!

8. Take Advantage of the Professional Support Offered

- Choose a real estate agent with lots of experience working with first-time home buyers and sellers. They know how to support you when things get difficult.
- Be sure to communicate your concerns with your real estate agent as they arise. If you let things linger, you'll only stress yourself out!
- Trust in your real estate agent's expertise when it comes to navigating the process and the emotional aspects of home-buying and selling.

Letting go of your first home or buying your first home is an incredibly emotional process. Most people worry whether they're making the right choice, but as long as you have your priorities straight and the right real estate agent on your side, you can't go wrong. Team up with us, and we'll walk you through buying or selling your first home!



A. 1185 6th Avenue, 3rd Floor
New York, NY, 10036

P. 718-709-4630/(844)7309953
F. 212-594-3301

E. curtis@managingwithcures.com
www.managingwithcures.com