

# YOUR HOME



TIPS AND TRENDS TO HELP MAXIMIZE HOME BUYING AND SELLING

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## tit for tat

Congratulations! You've received an offer on your home. You must have done something right in order to attract a solid contract. If you're less than thrilled with the offer, however, or if there are requests by the potential buyers that could be sticking points for you, a negotiation is in order.

The goal for any successful negotiation is for both parties to leave feeling like they got their way on some important items. Listening to the advice of your CRS agent is key. Let them take the lead. They've done this many times before and know how to finesse the situation in your favor. Your agent also will help prepare you for a negotiation. Follow these tips and you're sure to come away smiling:

**STAY RELAXED.** Your facial expressions and mannerisms can help set the tone for the other party. Above

all, avoid any kind of confrontation. **COMPROMISE.** You don't have to win on every point. Compromising on the less important items will help the other party feel good about compromising as well.

**KEEP EVERYTHING IN PERSPECTIVE.** Think about what points are truly important to you and ask your CRS agent to stress those items.

**DON'T TAKE THINGS PERSONALLY.** If a buyer finds an aspect of the house they don't like, it's not a reflection on you. Do your best to stay objective.

## GREAT ROOM EXPECTATIONS

For many homebuyers, a house that combines the amenities of both a living and dining room can be a big bonus. In fact, recent home trends suggest that more buyers prefer a "Great Room" off of the kitchen to separate dining and living rooms.

Likewise, home building designs have reflected this idea. Formal living rooms no longer exist in many homes, giving way to more casual, family-oriented rooms. These Great Rooms often combine all aspects of the living, dining and sometimes library and playroom, into one.

Transforming a separate living or dining space into a combined family area is not as difficult as it may sound. Here are a few ideas to make your space into a functional asset:

- If your space will support it, add an island with bar stools in the kitchen. This will create an eat-in room - perfect for family gatherings or more formal entertaining.
- Transform formal dining rooms into a room you can use daily by adding books, cozy seating and a large library table that can double as a dining room table.
- Consider decorating with more relaxed furnishings, such as big tables and chairs, upholstered seating and televisions. The right accents can create a livable family space that's also suitable for guests.

