



When Buying and Selling a house - Some Stress Less Guidelines and some Ways to work with this potentially high stress life situation!

****Disclaimer** – these are only suggestions – please take proper Legal Advice for all of your Property and financial decisions from Professionals in the field i.e. Estate Agents or Solicitors, Brokers etc.



1. Firstly make your plans on a piece of paper all the dreams and desires you would like as outcomes from your new home.



2. Imagine what it would be like to be living in your chosen property what is the kitchen like? The Lounge? The outside? What location? If you cannot imagine then you can snip photos out of magazines that reflect your visions, and glue onto a large piece of card. (making a vision board). This will assist the process to come about by an automatic little known faculty called the 'reticular activator'. Like if you have a new red car, when you go out all you see are the cars like yours! This works on the premise that if you bring something into focus then you start to perceive it more and more, (this can work both ways)! So be sure to focus on what you want rather than what you don't want!



3. Whatever your time frame is make that part of the outcome, i.e to be in the new place by..... whenever you wish.



4. Remaining **Stress Less** is always a challenge especially when unexpected things come about, which they sometimes can. The challenge though, is to stay in balance – no matter what is happening... because things seems to allow things to transform much quicker if you are able to, rather than wasting precious energy that you may well need to sustain you through these times of transiting to a new home!



5. Keep the conversation to a minimum about the move with friends and family because the less you say the less there is to readjust when the twists and turns are occurring. This one is not always easy, and you will want to share some of the situations that develop with close friends understandably.



6. ****When the new buyers arrive and have submitted their offer and you have accepted it, be sure to arrange a short exchange date (In UK) this would ideally be within a 3-4 week timeframe, with another 3 weeks to a specified completion date.**



7. Within the first 7-10 days after the offer is accepted, if the buyers are having a mortgage, the Surveyor will usually make an appointment to review the property on behalf of the purchasers. If there is no appointment made during the first week, then this is an **alert** to follow up, as no surveyor can mean a delay....



8. When buying a property as well – there are many things that have to line up in order to flow together and this is sometimes where the overlap can be stressful. It is always good to have plan B if you need it, so you would not lose your buyers, if there happened to be a delay. Usually things can be worked out to a win/win timeframe where both sides are happily accommodated on the completion/move date. This is all dependant on your reason for moving of course, but if you wish to allow things to flow onwards, sometimes a short term rental can be the answer, allowing the sale to complete.



9. We have sometimes rented, gone on holiday, put furniture in storage, and the vision of the removal lorry being loaded up with everything on the completion date firmly in our minds has always been very strong in the frame. Positive thinking being the format to do as much as one can to keep the focus on the outcomes you desire.



10. Not accounting for that which we really do have no control over, but sometimes the property you are in the process of purchasing, does not come to fruition, and seems like things are not going to plan, but this can mean that there is something even better waiting for you, and its important to keep this in mind and not be thrown off balance.



11. Can be a good idea in the beginning to get different quotes for estate agent fees for selling. Fees for various types of survey on the property you are potentially going to purchase. Solicitor's fees as they can vary with some conveyance offering no sale no fee. Removal costs for complete move, you packing, them packing, etc. When you know the approx location you then can make yourself aware of the overall costs involved with your pending move.

Our friends have always commented on how calm and cool we have been when buying or selling property. We just follow the pattern above, and see it as an adventure, knowing that it will all work out in the end!

Lyn and Graham Whiteman

'Good Luck' *Stress Less More Success*

