

What to Ignore When Home Shopping

By JOE SZYNKOWSKI | Green Shoot Media

When shopping for a house, you may be expecting to walk into a home, be blown away and just know that it is “the one.”

Sure, this perfect scenario has happened, but if you refuse to overlook minor nuances left behind by previous owners, you could miss out on the perfect space for your family.

If you are ready to start the process of visiting potential homes, keep an open mind. Make sure you are paying more attention to the layout and usability of a building rather than the current design scheme. Even if a room doesn't look attractive, it can be easy and affordable to make it your own once you get the keys.

An unsightly room is much different from a room that has experienced irreversible damage. It is always important to have an inspection by a professional.

However, when home shopping, it's OK to ignore these common reasons people forgo making an offer, according to real-estate experts.

PAINT COLOR

When walking through a listing, you probably will find color schemes that you would not have chosen. It might be a challenge to see the room at its full potential, but keep in



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mind that it is affordable to change the appearance to your tastes.

Do your best to picture the room as bare boned and appreciate the space rather than the design.

Revamping the color and style of a room is one of the most affordable home renovations you can perform. When you come across a home that offers the right amount of rooms and the perfect square footage, don't

be discouraged by tacky wall-paper or an unattractive color.

These are things you can easily change. Talk to your Realtor about deducting your future upgrades from your offer. They will negotiate with the seller and you might get a better deal.

ROOMS BEING USED DIFFERENTLY

It is easy to be turned off when you see a room being

used differently than the way you would use the room. This could be a home gym in the living room or an office in a peculiar area. Remember, when the home is yours you are free to make the changes you desire.

Try to imagine the space with your own personal touch, such as an additional light fixture or clearing out a closet office to make room for your wardrobe and belongings.

IT DOESN'T FEEL LIKE HOME

When staging a home for a sale, sellers are often told to lessen their presence in the sense of family portraits or personal belongings. This is not always easy when the sellers are still living in the home.

As a buyer, don't let the seller's personal photos or belongings discourage you. Instead, think of them as things you can change when the space is officially yours.



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REAL ESTATE 101



Try Before You Buy

If you just can't seem to visualize what a room could look like once you repaint, try an online visualization tool. At Behr.com, the Behr Color Studio lets you upload a photo of your room, or choose from pre-designed rooms, and virtually “try on” thousands of colors. Benjamin Moore's Personal Color Viewer (www.benjaminmoore.com) and Sherwin-Williams' Color Snap offer similar functionality.

HOMESWISE GLOSSARY

Code of ethics: a standard of conduct required by license laws and by the National Association of Realtors.

Title transfer tax: a tax imposed on the conveyance of title to real property by deed.

SOURCE: Columbia University

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