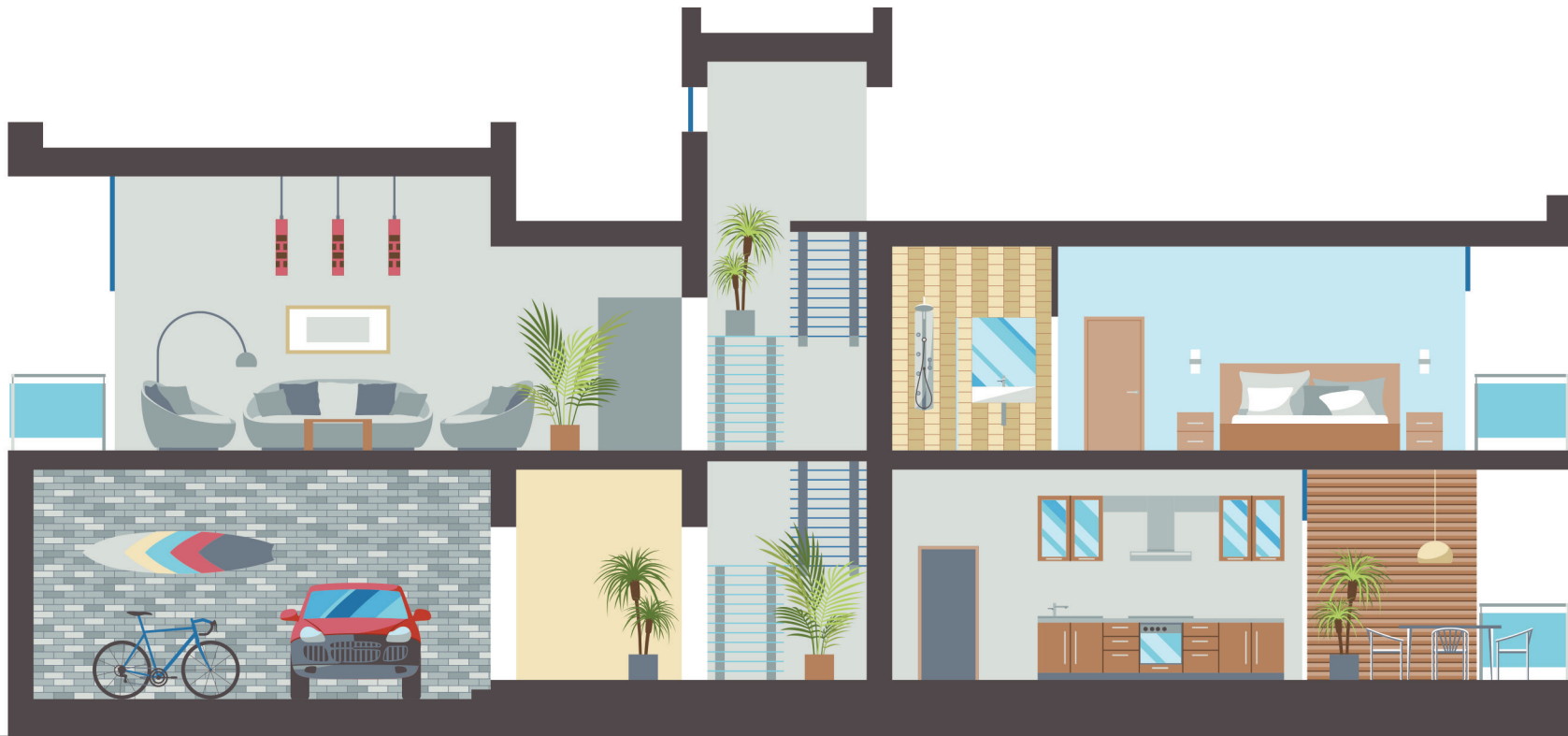


# **How You Know You've Found the Right House**

# I Feel It in My Bones

10 signs that you've found the right house



**It's probably the biggest purchase you're likely to make and you don't want to get it wrong. But after touring dozens of properties without success you're beginning to wonder if you'll ever make a three-bed, two-bath love connection.**

Finding the right house is a lot like finding the right mate. You may have to kiss a few frogs but when the right one comes along you'll know it. How?

"I think houses give off vibes," says Lori Knuckey, a veteran Seattle-area broker. "[A house] either feels good or it feels bad. You can't really define that."

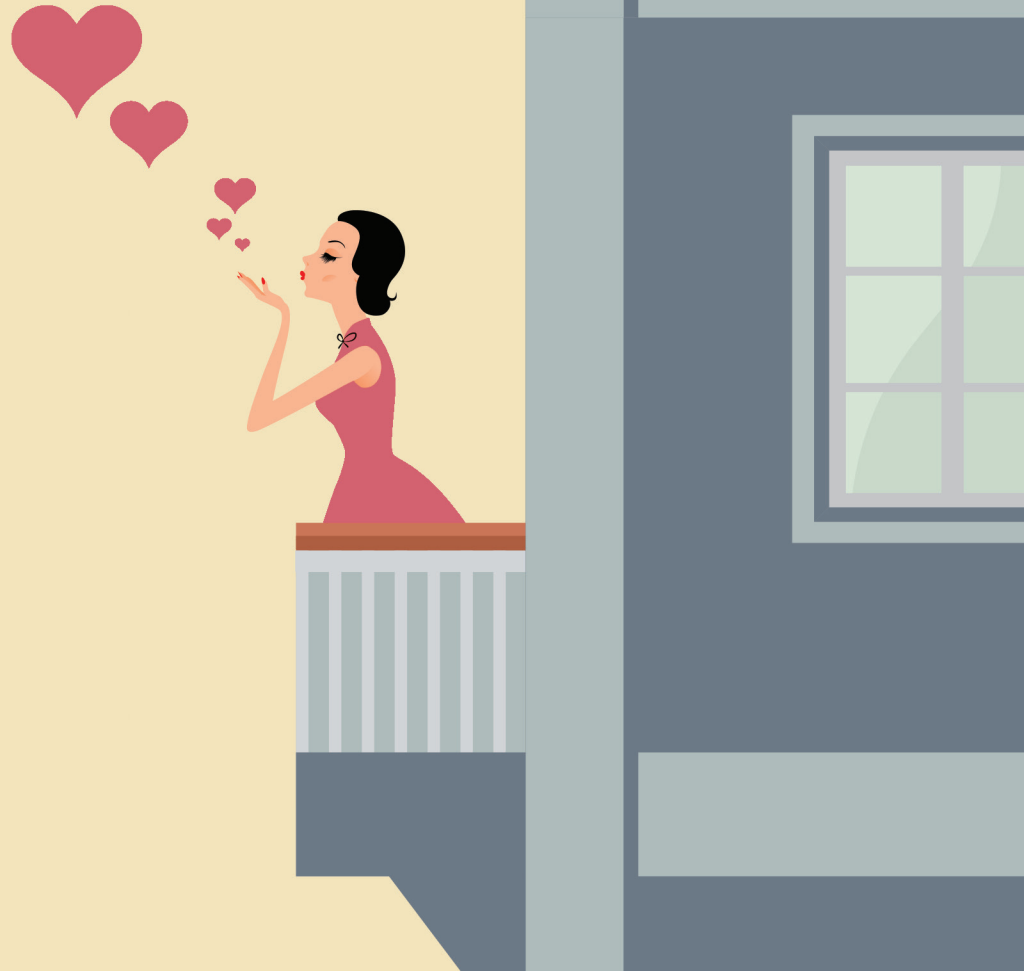
Most buyers know the kind of house they want to live in and set out to find it with a list of must-haves for the home. More often than not that list gets tossed when a house with that certain *something* catches their eye.



“Every house has emotional appeal and that initial emotional appeal will override the criteria list,” says Coldwell Banker Bain broker Michael Ackerman, who, over 17 years, has frequently played matchmaker between buyers and the houses they fall for. “Houses have an energy about them that’s not always about the nuts and bolts,” he explains. “It’s the intangibles that speak to clients.”

But if finding the right house depends, in part, on tapping into one’s emotions, where does that leave purely analytical house hunters, people more at home with facts and figures than feelings?

Longtime brokers can tell when buyers leap from playing the field (seeing every house on the market) to wanting a more permanent relationship (let’s make an offer!): Clients just act differently, they say. **Here, then, are 10 sure signs that you’ve found THE ONE:**



# You stop talking

There's a lot to see when touring a house and buyers are full of nervous expectations, not the least of which is wondering if this one will be their dream house. So "when the chatter stops, I know the buyer is taking it all in," Knuckey says. Adds Ackerman: "When chatty clients get very quiet I know the initial emotional impact of the house has finally hit them and it's like, 'Wow!'" Other clues this house is for you: Your heart skips a beat or you get butterflies in your stomach.



# You start decorating

If you start visually arranging your furniture in the house or find yourself thinking, “This room would be gorgeous painted Blue Hydrangea (Benjamin Moore 2062-60),” you’re hooked. Or on your way.



# You can afford it

It's easy to fall in love with a high-end home but if you can't pay for it it isn't the house for you. Keep looking.



# It fits your commute / school / neighborhood needs

Brokers say location is often the key reason buyers choose one house over another. “Buyers will choose the location that suits their lifestyle and forgo other criteria if the house is not in the right location,” says Michelle van Tassell, a Coldwell Banker Bain branch manager. If a house is close to your job, your kids’ school, your weekly poker game or is in your ideal neighborhood, there’s a good chance it could be the right house for you.





# It flows

More than just a floorplan, flow “is the way people move through the house,” van Tassell explains. If you love the way the living room opens onto the family room and leads to the kitchen – which has a view of the garden through the French doors – and you picture your kids doing their homework seated at the island, you may have already put down earnest money.



# It fits how you want to live in it

Most houses have the usual array of rooms and if they're big enough, plentiful enough and in the right configuration you may have found a match. "People won't buy a house if it doesn't fit how they would live in it," van Tassell says. "A galley kitchen won't feel right to buyers who grew up with a table for 10 in the kitchen."



# You overlook its flaws

No house is perfect, which is why you drew up a wish list and now hope to find a place with more pros than cons. But when a house speaks to you it's easy to turn a blind eye to its shortcomings. Suddenly, not getting that extra bedroom or the three-car garage you really, really wanted seem unimportant. Love is like that.



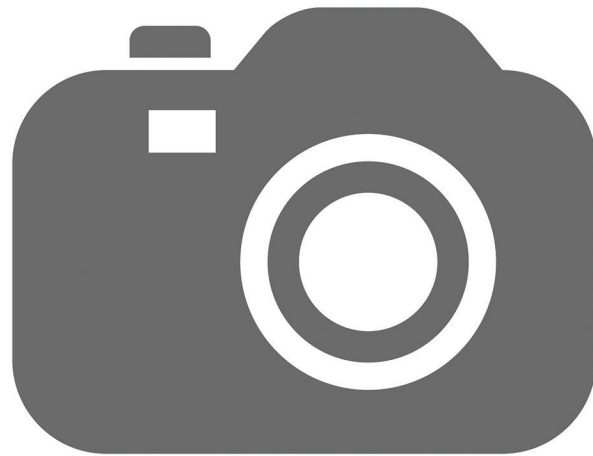
# You don't want to look at other houses

Continuing to search seems pointless now that you've found the perfect place. If you do keep at it, other houses don't look as good to you and, curiously, it feels like you're cheating on your new love by continuing to see other houses.



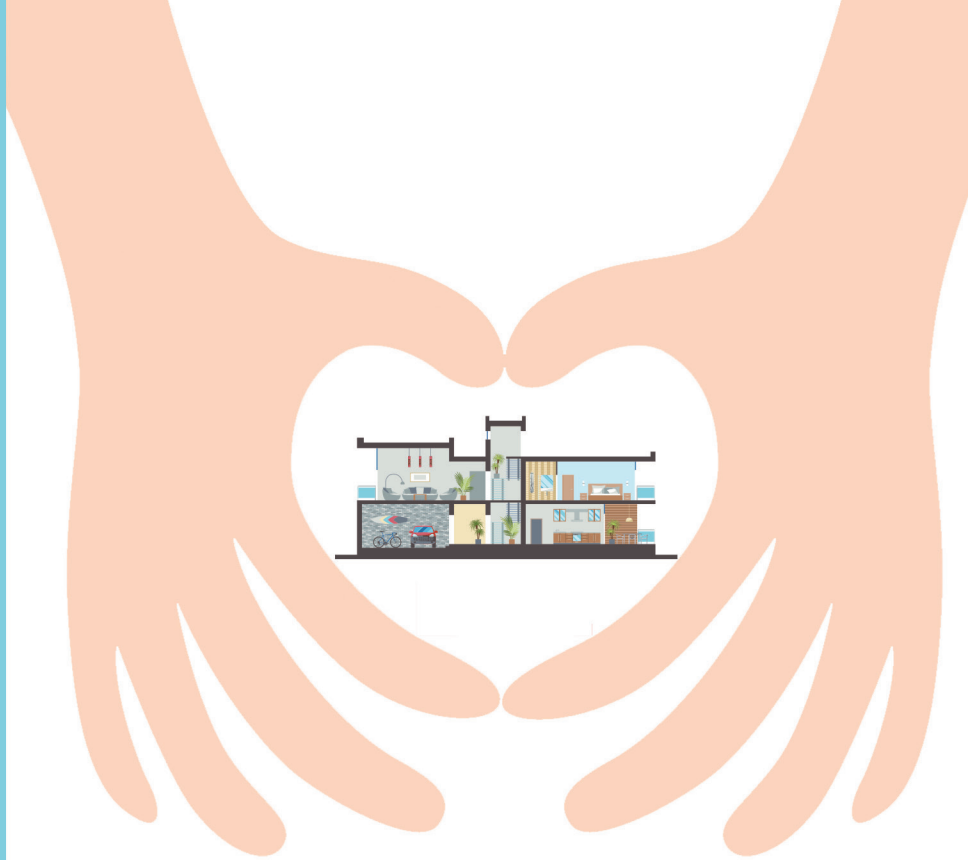
# You (want to) Instagram all your friends

Having found the home of your dreams, you can't wait to share the good news. Thank goodness for social media. Hey, your social network may even offer decorating ideas.



# You can't stop thinking about it

Morning, noon and night this house is always on your mind. You grin ear-to-ear whenever you talk about it; at bedtime, you have trouble falling asleep. If you don't get this house you know you will ... just ... die. Yep, you're full on in (house) love!







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