

You Really Just Know

BY KRISTINA McMICHAEL, McMICHAEL TEAM

Intuition is Powerful!

I have worked with A LOT of clients over the years, and intuition is a powerful tool in the real estate industry. You might not think so at first, but intuition is used when buying a home every time.

Most people start the buying process by looking online and picking several homes to tour. They pick those homes based on location, number of bedrooms, number of bathrooms, amenities, school district and many other factors. All of these requirements make for a list of must-haves.

I once had a client make his own rubric to cover all the options his family needed. We looked at a lot of houses and each one was scored on this rubric. Was it helpful or did he have a gut feeling, intuition without the house they ultimately purchased?

Scott and I purchased a home before we had children, my father built. Henry, my dad, only built a handful of homes, with my brother, during a period of time right after my dad retired for NCR. This was a special time they both enjoyed while in-between other careers. When I walk into our home, I just feel at home. When we purchased the home, we had just started real estate, and we had no kiddos yet. We could have bought a larger home as our family grew, but we just stayed. We even have a sign in our kitchen that says, "More HOME Less House" and that is how I truly feel.

I must say, we have been only tempted twice. One tempting home had acreage and was close to my parents. The other was what we call the "Saffee's House." We fell in love with Lorraine Saffee's home but more importantly the total feel of her home. We could see real potential in putting all the finishing touches on remodeling this special place to make it ours. We still have not changed homes.

Is it a feeling...intuition? Neither has felt completely right, even when all the other reasons fit. It just wasn't OUR house and we still haven't changed homes.

When a home buyer starts looking on-line, they are using a rubric in their head even if they don't even realize it. Most buyers know exactly what they want. They can tell you exactly and they also know which houses they want to tour.

A good Realtor, NO, a REALLY, REALLY great Realtor, listens and observes all the comments before and after they tour homes. Then, with all that knowledge, they throw in their choice, what I like to call a "wildcard."

A talented Realtor knows what their client wants or needs even before they do. A "wildcard" is the home that's not even on the client's list. To make the Wildcard idea truly work, I do not even tell the client what (or certainly where) we will be looking at. The wildcard won't check the maximum boxes on the rubric, but it gets the "awe" factor when you enter. I usually just know it's their home and they know it's their home too as soon as they enter.

Intuition. It's the stuff your dream home is made of. So, when you decide to buy or sell a home. Come see The Kristina, Scott & Henry McMICHAEL TEAM, because we are the REALLY, REALLY great Realtors and we believe in a bit of luck mixed with intuition all day long.



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S Larand Drive

Located in the desirable Lake Mykee subdivision, this lakefront property is the perfect place to make memories! Enter into an open floor plan, ideal for gatherings. An eat-in kitchen boasts a granite island, rich cabinets, and modern appliances. It opens to a huge living area, where hardwood floors gleam with light spilling in from a wall of windows. Doors open to a covered back deck which spans the width of the room. Head out to lounge in the sun, or – during colder months – stay indoors with a good book in front of the fireplace. The main level master boasts its own private bath. On the opposite side of the home, 2 more bedrooms share another full bath. Retreat to the downstairs rec room + 2nd kitchen, or walk out to the back lawn and set sail from your own private dock – Anchors Aweigh!



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