

THE Happy DANCE



FINDING OUR "FOREVER HOME"

BY ELIZABETH COSSICK

We were 24 when we bought our first house, my husband and I. It had three bedrooms, no basement, and we were certain we would be there for five years, tops. Twelve years, three kids and one renovation later, we were still there—having, like many, decided to stay put when the market plummeted. But, then, in 2014, something inspired us to finally move. We found “the house.”

We spotted an adorable craftsman-style home on a cul-de-sac with a precious playhouse in the backyard, a large basement, a sunny home office, and a for-sale sign. The only problem? Our house wasn’t even listed, yet.



New porch selfie!

“The best time to buy and sell is whenever you need to,” said Judi Wilcher, the Realtor whom I called immediately, seeing that she had sold my brother’s house in two weeks and helped my mom find a new home in one weekend. Judi gave us the rundown on the market: We would likely get a fair price for our house (it’s a seller’s market), but, of course, there were no guarantees that the home we liked would still be available. The housing inventory is low right now, she explained, meaning houses are selling quickly.

Judi was a long-time, award-winning RE/MAX agent before launching Cobb-based Transitions Property Management and Real Estate in 2012.

Now, her independent boutique firm helps clients buy, sell, lease, invest, and manage rental properties. Having seen it all, Judi’s consistent advice to us was: “Don’t do the happy dance until I tell you it’s okay.”

We appreciated Judi’s candor as we listed our house. She gave us great staging advice, telling us what to paint, what to remove, what to keep. Our house looked so good that I almost didn’t want to move! It showed nearly 20 times in three weeks, and the family who first viewed it came back with an offer for within \$900 of our asking price. “Now can we do the happy dance?” we asked Judi. “Not until I tell you,” she repeated.

That same week, “the house” we wanted to buy failed its inspection due to a moldy basement—underscoring Judi’s warning to be prudent. She deftly negotiated full remediation of the mold, however, and we made an offer that was accepted.

The day of our double closing on both properties, we sat next to Judi and signed our new home into a reality. Afterward, we walked out into the parking lot together. “Now,” she said. “Now, you can do the happy dance.” And so, we did. Right there in that parking lot, we danced to the jangle of our new house keys. •



MORE THAN AN AGENT...A CONCIERGE.

Embodying the term “concierge real estate,” Judi Wilcher and her team are redefining the property industry. A former award-winning RE/MAX agent, Judi independently launched Transitions Property Management and Real Estate to provide personalized service through all aspects of the property cycle: leasing, owning, selling, investing, and managing rental properties. “We have that big company background,” she explains, “but with small company customer service.”

To reach Judi and her team at Transitions Property Management and Real Estate, call 770-825-1963 or email ResultsThatMove@transitionsllc.net. Visit resultsthatmove.com.



Photo by Jennifer Harris