

Good Happenings

News & Insights from the Ron Sitrin Team

It's Your Move:

Strategic buying and selling to create a life of opportunity.



BY RON SITRIN

People approach real estate for many different reasons. Ultimately, the **desire to own a home** is primary, followed by some combination of the ideal amount of space, location, commute, schools and neighborhood. The opportunity to build wealth seems to be universal to all.

I have helped buyers in their mid 20's find their first home to sellers in their 90's that wanted retirement communities. It's truly been remarkable, and I'm honored that so many people have put their trust in the Ron Sitrin Team.

A home purchase or sale causes people to get philosophical. Many times it happens after the sale as clients think less about "the reasons why" they

wanted to move and more about "how happy they feel" in their new home.

It's the moments that coincide with a significant life change that I wanted to capture in this edition of Good Happenings. One story features a **downsizer** that realized owning a cherished home was actually holding her back. In another, a **right-sizer**, recounts how they found joy and freedom in simplifying. And the third, an **empty nester**, looks at how facing a fear opened her up to a new and inspiring experience.

We hope you enjoy these articles, and if they get you thinking about your next move – literally or figuratively – we'd be thrilled to help you write that next chapter.

Trapped in a Happy Home

It's true: When one door closes, another opens

Living In The Past

Many times I meet clients that are first time buyers, a very common phrase. But this new client was a last-time seller. That's a phrase I bet you are not used to hearing.

Ruby had owned and lived in a picture-perfect house for nearly 54 years. Her husband, a builder, custom built the house that they raised their three daughters in.

It was a loving home filled with memories – kids playing in the yard, birthday parties, nights peeking out the windows waiting for the girls to come home from dates, hot chocolate on snow days, and that good to be home feeling they felt after returning from a long trip. In essence, it was a storybook setting.

But after the kids had grown and moved out, and then the passing of Ruby's husband, the house, once full of happiness, had lost its vibrant



energy that made it so special.

New neighbors moved in but they weren't the old friends that Ruby had shared a life with. The house needed more and more upkeep. Sparks of the old joy flashed during the holidays when the girls and their families came home, but that rush of happiness was always too brief.

Ruby was now living alone and very attached to the house that had brought so many smiles. However, her kids could see that she was holding on to what the house used to be, spending too much time alone, and was missing out on her golden years.

Finally, her daughters convinced her it was time to sell the house

Breaking Free The Joy of Right-Sizing

Houses Aren't for Everyone

Eileen Orfalea, an amazing Realtor on the Ron Sitrin Team, is an active swimmer. Her dedication to doing laps takes her to the YMCA pool every morning. During this January's snow storm she crossed paths with Cynthia, her friend, recent client and fellow swimmer. Yes, they both swim outside regardless of weather.

Eileen and Cynthia have much in common. Eileen recently sold her large NW DC home and moved into a Bethesda luxury apartment. Cynthia, with Eileen's help, sold her mid-century modern, Chevy Chase home and purchased one of the new condos at the Ritz.

They each loved their family homes that they lived

in for decades. However, neither misses the constant upkeep, maintenance and bills. **When you own a larger home, there is always a maintenance item coming down the pike. You start thinking, new roof or vacation? Since this is no longer a worry, they can spend more time and dollars on what's most important to them, their grandkids.** Now they just lock, leave, and fly off to see them.

They each have sentimental feelings and wonderful memories of their prior homes. So I asked them if they could, would they move back? No way is the answer. They are having too much fun enjoying all the benefits of right-sizing!

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and move on. We helped her get the house ready and put it on the market. After an admittedly heartbreaking clean-out and settlement, the new owners took the keys. The proceeds more than covered Ruby's move to a local retirement community.

But the story doesn't end on a sad note – far from it. In her active retirement community, Ruby is overjoyed with things to do. She's

made new friends, has an active calendar, and she's surrounded by like-minded people. And with those new friends she can recount and share all the stories of the old house and the kids growing up – and that feeling of happiness is always there with her.

Ruby's daughter had an epiphany that I think is worth sharing.

“The old house had all the memories of years past, but

no new memories were being created. Now that she is in a retirement community she is giddy with things to do and people to do them with. Even though her new house is not as special as the old one, her new community has brought back the joy of spending time with others and trying new things.”

Experiencing Life On The Edge

Diving in and letting go – and changing perspectives

Jill and her husband Danny had been empty nesters for three years. A house once full of activity had quieted down to Jill, Danny and their two dogs. So when Anna, their globe-trotting daughter, asked them to meet her in South Africa, how could they say no.

It was the best trip ever! They had thought provoking conversations with locals, went on a safari, and loved eating the local cuisine.

Jill Chessen is not the type to go on a life threatening adventure. Little did she know that this trip would offer her the chance to confront her fear of heights. Would she be willing to swim out and stand on the edge of the world's largest waterfall...Victoria Falls?

The day they arrived, the river was moving faster than normal. That would not stop the kids, they were definitely doing it. Danny knew his boundaries. This was not for him. Jill was still working up her courage as her turn approached.

It was now or never. With a bit of



anxiety, she grabbed the support rope and for the next ten minutes made her way out to a boulder in the middle of the river. Next she let go of the rope and slowly swam

towards the fall. She had to stay left to avoid the swift moving current to her right. At the edge, two expert guides grabbed her legs. Jill totally trusted them not to let go, took a deep breath, and stood up.

The sheer scale of Victoria Falls and the spectacular Zambezi River below was amazing. She experienced the awe of nature, the thrill of conquering a fear, and the adrenaline of her life hanging on the edge

Moments like these have a way of shifting our focus to what's most important. Jill felt something inside her change. Her worries dissipated, she found an inner calm, and felt a new sense of strength. **Breakthroughs often lie on the other side of fears.**

Our day to day life becomes so familiar to us that sometimes we forget how to break out of our comfort zone. Adventures have a way of waking us up and pushing us to new heights. Way to go Jill!



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Where Do You Go From Here?

BY RON SITRIN

Here are some of our current listings. These sellers were ready to move closer to family and simplify. Let us know if you have any thoughts of doing the same.



CONTRACT

8302 Garfield Street Bethesda, ND 20817

4BR/3FB/1HB – Tastefully remodeled and thoughtfully expanded over the years, resulting in a stunning light-filled interior that seamlessly blends traditional and modern design.

Under Contract at \$1,329,900



CONTRACT

8011 Whittier Boulevard Bethesda, MD 20817

4BR/3BA – Beautifully appointed split level home in the highly sought-after neighborhood of Woodhaven with over 3,000 square feet of living space on five levels.

Offered at \$1,279,000



1123 4th Street NE Washington, DC 20002

3BR,3BA,1HB – Meticulously restored Federal rowhouse nestled in the vibrant NoMA/ Union Market neighborhood with a separate, legal basement rental unit.

Offered at \$1,099,000

Good Happenings

Good Happenings is a look at market trends, Ron Sitrin Team insights, great stories and good things we want to share. Like a good game of chess, homebuying and selling sometimes means going sideways or backwards to put you in the right position. Let us help you strategize your next move!

The Ron Sitrin Team

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Have a question, story idea or comment? Give us a shout!

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This is not intended to solicit the listing of other brokers.

