

11 MISTAKES BUYERS ALMOST ALWAYS MAKE WHEN PURCHASING A HOME

1. Making Too Low an Offer

You would be surprised at how many dream homes are lost because of the buyer's inability to move a little on price, terms, or concessions. Remember that \$5000 in today's loan market increases your monthly investment \$35.82 per month-the cost of an average dinner out and hardly a price worthy of giving up a lifetime of satisfaction. Follow your professional advice if you really want the property!

2. Not Using Your Real Estate Professional Team

Lenders, Abstract/Title, Inspectors, and Facilitators are all important members of the purchasing process. They must be the best and they must work together. Remember, your agent is the best coach in assembling the team!

3. Not Getting a Professional Inspection

Your real estate agent can point out obvious defects; the appraiser, whether FHA, VA or Conventional can also point out some defects. However, we recommend a professional inspection (structural, mechanical, plumbing, electrical, etc.), who puts on the overalls and crawls below, in and above your future investment to write up a complete report.

4. Not Differentiating Needs, Wants, and Dreams

Write down your minimum needs, then the "what would be nice" items, then the "in my dreams" items. A great agent always fulfills your need without exceeding your financial capabilities, and usually surprises you with many of your wants and dreams.

5. Not Getting Financing to Match Ownership

When counseling with your agent regarding your purchase, your financing terms have to be consistent with your ownership. For instance, if you are not going to stay in the property long, then you may want to get a variable rate financing so you have the lowest interest rate during your time of ownership. Long term ownership? Go for a fixed loan so you can lock in a market rate for the duration of loan.

6. Letting Decorating Make the Decision

Paint, carpet, and spit-and-shine are great, but be careful not to overlook your dream home because of dirt, horrible decorating or needed (minor) repairs. Look past the grime to the beauty that may be hiding underneath

7. Looking for Fixer-Uppers at all Costs

Not all fixer-uppers are good deals. I have seen many a rough home not priced low enough to compensate for the pain, trouble and expense of owning the "money pit"!

8. Seeing Too Many Homes

After a Real Estate Professional counsels you on your needs, he or she should be able to narrow the field to about 7-12 properties. If your needs were well-communicated and if your means match your needs, you should be able to make an offer on the first selections.

9. Not Having a Great Realtor

Probably goes without saying! A great Realtor will find properties besides the traditional MLS® selection. They network with other top agents, send direct mail to target neighborhoods, and contact past clients from their database thus providing you with the best homes at the best price, with the best terms, and in the shortest time possible.

10. Buying for Immediate Needs and Not Future Needs

It costs a lot of money to take a position in real estate. If you can spend just a little more for that extra bedroom for a future child or in-home business, now would be the time to do it, or purchase enough land to add on!

11. Not Moving Fast Enough

The best properties on the market move fast, so once you are involved with your Realtor, make decisions quickly.

We sincerely hope these tips and ideas are of value to you. If there is any way we can be of service, please contact our office... we would consider it a privilege to be of service to you!