

10 Deadly Home Buying Mistakes

1. Don't buy the "home", buy the house. Remember, their stuff goes with them.
2. You can easily change paint, carpet, small repairs. Don't let 1st impressions keep you from a good house, poorly presented.
3. Work with a Realtor, remember, it's FREE, be loyal and that loyalty will be returned.
4. Have a preapproved mortgage, be a strong buyer, money in hand.
5. Use a local lender, sellers are afraid of "internet" scams (real or imagined)
6. As a buyer you should be Ready: House is sold, lease is up, can settle within 60 days.
Willing: Willing to do what it takes to purchase this home: Provide docs to the lender, take off work for house inspections, get homeowners insurance
Able: To get a mortgage, make arrangements that allow for possession after settlement, not before, deal with mundane issues that might arise.
7. When you are prepared, you are able to negotiate from a position of strength. Put your best foot forward.
8. Remember, if you want to get someone's attention, tap them on the shoulder, don't slap them in the face.
9. Make a *reasonable* offer, one that can be justified (Carpets have to be replaced, my buyer is willing to do that), not outrageous (His wife doesn't like the color of the carpets, he's going to replace them).
10. Above all else, remember, it's business, not personal, don't take it as such. They don't know you and you don't know them. NOW, call your REALTOR and start looking!