

## 10 Money Saving Secrets You Need to Know When Buying or Selling Real Estate

1. Sellers, don't be there when Buyers come to view your home. They put you on the spot about leaving personal items, and question your price.
2. Buyers, you should always have a professional whole house inspection. This is not the place to save money, it could cost you mega bucks later.
3. As a seller, volunteer nothing to potential buyers, answering questions is the Realtor's job.
4. Buyers, make a list of what you HAVE to have in a home, and what you WANT to have. Don't waste time & gas looking at homes that don't fit your criteria.
5. Remember, EVERYTHING is negotiable, ask for the moon AND the stars, you might just end up with the one you wanted the most.
6. An inexpensive way to show your home at its' best is to hire a professional stager. Staged homes sell quicker, saving those monthly mortgage payments.
7. Most mortgage lenders allow for the seller to contribute to the Buyers' closing cost. Your lender can help guide you in selecting the right mortgage for your purchase.
8. Home Warranties are a great deal, for both buyer and seller. Inexpensive peace of mind, some even cover the seller from list date to closing.
9. Utilize the services of a Realtor, in most areas they don't get paid unless and until there is a closing. Avoid expensive legal fees, whether you are a buyer or seller.
10. Many times ancillary services such as pest inspectors, moving companies, lawn services, etc. offer discounts to Realtors and their clients. Ask your Realtor if he has any recommendations.

Good luck in your quest!