



10 Tips to Buy the Right Home

(AT THE RIGHT PRICE!)

By Michael Perdue

I love negotiating the deal. I am happy to help my buyers get their new home at a great value. We are in a buyer's market now and you can take advantage of it, be the person who says, "I bought at a great time!" If you follow these tips, you can take out some of the danger of purchasing by emotion and get good value for your money. I have listed these IN ORDER for a reason, each item builds upon those that preceded it on the list.

1. **Choose it.** Choose your community. BEFORE you find a house you love, find a community you and your family can be comfortable in. Find out about the schools, shopping, public transportation, entertainment, shopping, dining, churches and recreation. How far/long is your commute to work (check it during "rush hour")? Long hours wasted in traffic can turn a dream home into a nightmare. Is this a community to raise your children or live out your life?
2. **Study it.** Research local crime statistics and check websites like watchdog.com to see where the sexual predators are located. Unfortunately, it is difficult or impossible to find an area that does NOT have convicted sex offenders, but there is a big difference between having them in town, and having them next door. Drive around the neighbor hoods, go into the stores and restaurants, see what kind of people live and work in the community.
3. **Commit to it.** Did you know that you can commit to an agent or broker? Often people are not aware that they can sign an agreement with their Realtor® to help them find a great home. *Why would you do this?* Because if you do, the Realtor® will be able to spend more time and work harder for you. Without a commitment, you are just one of many asking for valuable time that the Realtor® does not know that they will be reimbursed for. How hard would you work for an employer that says, "Maybe I will pay you."? Don't be alarmed, these agreements can be relatively short in duration and you do NOT pay for it - the Seller does when you actually purchase your new home. Set yourself apart.
4. **Finance it.** Don't wait til you choose your dream home to know if you can afford it. Get preliminary financing done FIRST. Then limit your search to homes within your budget. DO NOT look at homes outside your spending ability.

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5. **Find it.** Even if you think the first home you see is the your dream, keep looking. Statistics tell us that the average home buyer only views THREE homes before making an offer. That means that at least half of home buyers look at only one or two! Don't look at less than the average.
6. **Note it.** As you view a potential purchase, write down EVERYTHING you see wrong with it. If your list does not talk you out of buying a property, it will give you some great negotiating points to get the price reduced.
7. **Ignore it.** This is admittedly a philosophical contradiction to paragraph 2: Do NOT get hung up on the little things. Cosmetics can be easily changed, paint, wall coverings, flooring, counters, faucets, landscaping, etc. It is usually not difficult to get a seller to give a discount or credit in escrow to update and repair these things. Close your eyes and imagine it with out the horrible purple and orange wall paper... (if you can't, there are computer programs you can buy to help you do that.)
8. **Compare it.** Know what other homes are selling for in the community. How does the home you chose compare with the others? Is it nicer? Does it have a better location? What about the immediate neighborhood (condition of neighboring homes)?
9. **Plan it.** I create a floor plan for my clients so they can study the layout of the home, printed to scale they can use cut outs to see how their own furniture fits and what the traffic patterns will be.
10. **Live it.** Visit the home at various hours of the day and night and on various days of the week. Does the neighbor have a habit of mowing his lawn at 6:00 a.m. on Sundays? Does the street become a parking lot during school hours? Do the neighbors have regular loud parties into the night? Are their barking dogs during the night or day?

*For a FREE home purchasing consultation, call me!
I will be glad to help.*