

8 Hints to Buying a Home in Today's Market

You've been hearing about the great deals in the housing market, but you may still have your doubts. However, while you sit on the fence, others are taking advantage of the many opportunities to buy a home at great prices. By following these great recommendations, you can feel confident about your decision and get a jump on the competition to find your dream home!

1. Getting Pre-Approved

By being pre-approved, you are showing the sellers that you mean business, and it is the first move that you should make. It is much more effective than simply being pre-qualified, which only gives you a rough idea of how much a lender will lend you. Your pre-approved status will put you ahead of other potential buyers who might not be pre-approved.

2. Be the First Buyer to See the New Listings

Now that you are pre-approved and have described to your agent your preferences and criteria, your agent can then set up a gateway so that you will be emailed daily all of the new and existing listings in the area and criteria that you have selected. Now you can strike while the iron is hot, and find the home of your dreams.

3. Do Your Homework

Check out local properties to learn more about price ranges, the hottest areas, and where the biggest bargains are. Your agent is a great source of information. Ask a lot of questions about the neighborhood and special features about the homes. Your agent will be able to tell you why one home is more expensive than the other in the same neighborhood.

4. Show the Seller Good Faith

A serious buyer will include an earnest money good faith deposit along with their purchase and sale agreement. Most sellers will see that an earnest money check of 1-2% of the sale price will show that you mean business.

5. Keep Your Business Savvy

Think out your offer price. Stick to your budget and don't go overboard, but be prepared to pay some or all points, inspections, closing costs, or offer a settlement date that fits the seller's timetable. Remember that you make money when you buy your home because when you buy it right, it will be easier to list for a competitive price in the future.

6. A Clean Contract Gets Accepted

Keep your contract in layman's terms as much as possible. Sellers do not like to see special stipulations that they do not understand. Be flexible and reasonable when you work with your selling agent to put together a contract that is a win-win situation for both you and the seller.

7. You Want to Use a Selling Agent

The selling agent does not cost you a penny, but what he/she brings to the table is many hours of training and knowledge about the area and market where you'd like to live. He is your real estate advocate, and has fiduciary

responsibilities to protect your financial interests in your new home purchase. Don't be afraid to utilize his services. He is happy to serve you.

8. Listen to Your Real Estate Agent's Advice

Your real estate agent has a wealth of knowledge and experience with vendors that can help you from a mortgage broker to a plumber. He knows the people who will do the best job on your behalf when you need assistance in virtually any manner related to your home.

Gary Mesnick
770-633-0019 cell
770-650-1490 office
gary@garymesnick.com
www.garymesnick.com

GA. RE. LIC. #320111

Maximum One Realty
Greater Atlanta

4880 Lower Roswell Road,
Suite 470 / Marietta, GA 30068

