



Realtor Robin Jones

Robin Talks Real Estate

Buying a Home: Don't Make These Mistakes

Just because it's a buyer's market doesn't mean buying your home is easy. It's just as easy to make critical mistakes that you'll regret.

Allow plenty of time. The process of buying a home is lengthy. Sellers get cold feet, financing gets held up, closings are delayed. Expect the unexpected and allow yourself an extra couple months cushion time.

Play it cool. No matter how much you love a home,, don't let it show too much. You need a good poker face to get the best deal.

Get pre-approved. Sellers need to know you're a serious buyer and pre-approval shows that. Plus, it helps you get the ball rolling on financing and identifies any credit issues you might need to address.

Be realistic. Take everything about your move into consideration before you buy. You may have found your dream home, but look at the big picture of your dream. Do you like the neighborhood? Are you close enough to work, school, the store, etc.? If it's at the high end of your budget, what will you have to give up to make the mortgage payments? Before you buy, be sure the dream doesn't become a nightmare.

Get everything in writing. Read every word of your sales contract and make sure you understand it and that it includes everything that you discussed. If it's not in writing, it doesn't count.

Remember, find a Realtor you can trust to help you avoid making mistakes that could haunt you for years to come.

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