

## **Five Smart Homebuyer Strategies-** taken from realtytimes.com 5-9-16

- ***Make a good first impression.*** Not only do you need to impress the sellers, you need to impress real estate agents. Hire one agent and let him or her profile your needs to the marketplace. Be specific about your must-haves so you don't waste your agent's and your time viewing homes that lack what you want most. When you find the home you want, send the seller a letter along with the offer outlining why you love the home.
- ***Get preapproved by a lender.*** Not only will you know how much home you can buy, you'll be ready to make an offer quickly. Your real estate agent can include the fact that you're financially preapproved by your lender in with the offer, which will carry weight with the seller.
- ***Shop within your price range.*** It's wise to shop for homes within or slightly below your price range. This will give you more room to make full-price offers or above in case the home you want is in a bidding war with other buyers. Trying to buy a home out of your reach will only cause you frustration.
- ***Be flexible.*** No home is perfect. To get more home for your money, you might shop for an older home that needs renovation. Try to look past the ugly wallpaper and stained carpet and visualize the home with more attractive finishers. You may be able to get more living space in an established neighborhood than with a newer home that is priced higher for similar square footage.
- ***Be ready.*** Be ready to see a new listing at a moment's notice. Be ready to make an offer when you believe this is the right home for your household. Set a reasonable closing date that accommodates the seller as much as possible. Schedule the inspections you'll need and don't nit-pick the seller over small things.

***You should feel good about the home you choose, the deal you make, and the courteous way you treated all parties in the transaction.***

- ***All information deemed reliable but not guaranteed. For tax, investment or ownership advice we suggest you contact an attorney or certified public accountant.***