



Home viewing tips

Before you make an offer:

- **Call a buyer's agent.** The agent showing the house represents the seller, their priority to sell the property on the best terms negotiable comes first. Employ your own agent for advice on buying property and handling negotiations.
- **Get prequalified for a mortgage.** When you have pre-approved mortgage funding in writing, you'll save time by only viewing and selecting homes safely within your price range.
- **Be prepared for a walk through.** Note questions to ask the seller agent and be sure to bring a notepad and measuring tape. Measure closets and other spaces to see how the properties stack up for you.
- **Use all your senses.** Don't rely on your eyes to tell you everything about a home. Stay awhile and walk around, listen for traffic sounds or noisy neighbors. Note any strange or musty smells – they may indicate underlying problems.
- **Go outside.** The outer condition of a home is as important as the inside. Take a walk around the home to check for evidence of foundation issues or wear and tear.
- **Don't overshare.** Keep your financial conditions and intentions as a buyer to yourself. Revealing your financial position may jeopardize your chances of getting the home once word gets back to the seller.
- **Don't bring the bandwagon.** Leave your kids and relatives at home. When you want advice from family, ask them on your own time. Kids tend to interfere with learning about a potential home.
- **Don't underestimate fixer-uppers.** Houses needing a little TLC present an opportunity to snag a home for a good price. With a little conscious effort, you'll see your dream home in no time.

Call today to learn how else I help buyers select their perfect home.