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NEGOTIATION TIPS | FOR HOME BUYERS



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The journey to finding the right home can be both thrilling and daunting. It involves more than just liking a house; it's about discovering a place where you can build your future. This guide will provide you with tips to streamline your search and help you find a home that meets your needs and desires.

1. Define Your Needs and Wants:

- ✓ *List Your Must-Haves:* Identify the essential features your new home must have, like the number of bedrooms, bathrooms, or specific location requirements.
- ✓ *Wish List:* Distinguish between what you need and what you'd like to have. Extras like a pool, an office, or a specific style of architecture can be on your wish list.

2. Determine Your Budget:

- ✓ Before you start looking, know how much you can afford. Get pre-approved for a mortgage to have a clear idea of your budget.
- ✓ Remember to include additional costs such as property taxes, homeowners insurance, and potential homeowners association (HOA) fees in your calculations.

CONTACT US:

(360) 621-2644

BARB@HOMELOANSWITHBARB.COM

MORTGAGE LOAN ORIGINATOR, NMLS 487448

VISIT OUR WEBSITE:

WWW.HOMELOANSWITHBARB.COM

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3. Choose the Right Location:

- ✓ The location of your home is crucial. Consider factors like proximity to work, quality of local schools, access to public transportation, and the overall appeal of the neighborhood.
- ✓ Visit potential neighborhoods at different times of the day and week to get a sense of the area's lifestyle and community.

4. Conduct Thorough Research:

- ✓ Utilize online resources and real estate websites to view listings and gather information about available properties and neighborhoods.
- ✓ Attend open houses and schedule viewings to get a real feel for the homes on your list.

5. Work with a Real Estate Agent:

- ✓ A knowledgeable real estate agent can be a valuable asset. They can provide insights about the local market, suggest listings that fit your criteria, and offer advice throughout the buying process.

6. Be Realistic:

- ✓ Every home will have its pros and cons. Be prepared to make compromises, whether it's on the size of the home, the location, or certain amenities.

7. Think Long-Term:

- ✓ Consider how your needs might change over the next several years and whether the home can accommodate those changes.

8. Inspect the Property Carefully:

- ✓ When you find a potential home, inspect it carefully. Look for signs of any major structural issues or needed repairs and consider how they might impact your budget.

9. Don't Rush Your Decision:

- ✓ Take your time to make a decision. Rushing into a purchase can lead to buyer's remorse. Make sure the home you choose is the right one for you.

10. Trust Your Instincts:

- ✓ Sometimes the right home just feels right. Trust your instincts, but also ensure they are backed by practical considerations and thorough research.

CONCLUSION

Finding the right home is a process that combines careful planning, thorough research, and a bit of intuition. By following these tips, you can approach your home search with clarity and confidence, ready to find the home that's perfect for you.

BARBARA MASTERS



MORTGAGE LOAN ORIGINATOR,
NMLS 487448

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(360) 621-2644

BARB@HOMELOANSWITHBARB.COM

VISIT OUR WEBSITE:

WWW.HOMELOANSWITHBARB.COM

EMPIRE HOME LOANS INC. NMLS 1839243

