

SMART BUYING: EIGHT TIPS EVERY BUYER MUST KNOW

You have finally made up your mind – it's time to buy your next home. But, you are not alone. Many others have jumped into the home market too. Now what do you do?

To be a successful buyer in today's real estate market you're going to need help. Your first best move is to know a few inside tricks. As an experienced real estate professional, **Joseph K. Kirby** has ways to increase your chances of getting that special property even when faced with heavy competition. The following tested tips will enable you to act quickly the minute you see that perfect house – with positive results.

Eight Secrets to Avoid Costly Mistakes

- 1. Get Pre-Approved.** Your first best move is to be pre-approved for a mortgage. Prior to shopping for a house, you will go through a mini-application process consisting of paperwork, credit check, etc. Pre-approval is better than pre-qualification, which only lets you know how much a lender will lend you, assuming there are no problems with your credit and income. A seller will look at a pre-approved buyer as a "cash buyer", which gives you a real advantage over another buyer.
- 2. Beat the Competition to New Listings.** Timing is the most important once we know your specific price ranges and tastes. I can regularly do a computerized search for new listings. I will send you a list of the most recent properties as soon as they come on the market. You will then have an advantage over the other buyers.
- 3. Do Your Homework.** Investigate local properties to learn about price, listing-to-sale-price-ratio, hot areas and bargain areas. Once you know what your money can buy, I will add my knowledge of what comparable properties sell for in certain neighborhoods and what impact special features have on price.
- 4. Offer Presented in Person.** When the situation calls for that personal touch, you will gain an advantage by having me present your offer in person. I may also gain critical knowledge about competing offers by being on the scene.
- 5. Prove You Mean Business.** Including a good faith deposit along with your offer gets the buyer's attention and shows them you are serious. A competitive deposit could be as much as 5% of your bid price.

6. **Don't Lose Your Head.** Just because the real estate market is "hot", don't think you should be willing to pay any price to get your dream house. You may have to offer some incentives besides the asking price such as paying some or all of the points, inspections, closing costs, or be willing to offer a settlement date that fits the seller's timetable.

7. **Keep it Simple.** Keep your contract neat and clean without unnecessary contingencies, especially repairs. Offer to be helpful by setting up an inspection in 48 hours. Be accommodating. A flexible buyer is a smart buyer.

8. **Don't Go Solo.** There is not substitute for professional guidance. Don't attempt to go it alone. As your dedicated real estate specialist I can help you get pre-approved, locate that special property, and negotiate the best deal, in spite of the competition. Call me today.

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