

5 Tips Buyers Should Know

Even if you're not planning to buy right now, these tips will help demystify the real estate process.

1. Your First Offer Sends a Message

An initial offer that's too low may cause the seller to fire back with a higher price, or not respond at all. Also note that haggling sellers down to their lowest price may make them less likely to cover repairs.

2. Check Your Inspections

Even if the seller has had a pre-listing inspection, you still have the option to set up a home inspection to catch anything they might have missed.

3. The Title May Come With Baggage

You'll need to use a title company or attorney to run a "title search" on your prospective home. This checks for issues like back taxes, liens, etc. that might affect the transaction.

4. Account for Closing Costs

Be sure to budget for these out-of-pocket expenses typically shared by both buyers and sellers during closing. Buyers usually pay three to four percent of the home price.

5. Rely on Your Real Estate Professional

You're not in this alone! I'm here to get you a good deal and make the process as smooth and enjoyable as possible. **Call me to get started!**



Thinking about selling your home? As you start the process, consider the following suggestions.

5 Tips Sellers Should Know

1. Keep the Price Realistic

Name your price based on the guidance of your real estate pro, who has access to current market data. An overpriced home takes longer to sell; make it easier by keeping it fair.

2. Stage Your Home

Staging your home to reflect layout and design trends can make it more appealing to buyers, and so can professional listing photos. I'll take care of this for you during the selling process!

3. Updates Are Investments

Replacing old appliances and fixtures and decluttering your home will make it more attractive to buyers and potentially increase the value. View these updates as an investment, not an expense.

4. Consider a Pre-Listing Inspection

When you order an inspection before listing your home, you can address issues early and save time during closing.

5. Trust Your Real Estate Professional

Call me to get started with a **comparative market analysis** to see how your home compares to others recently sold in the area.

