

Andrew's Time-Tested Real Estate One-Liners for Buyers

- Buying your first or “next” home is an emotional decision *justified* with logic.
- A Real Estate sale is a business transaction that can seem “personal” at times.
- Your home is likely your biggest asset and requires your largest investment in money, time and effort.
- Buying the wrong house can be time-consuming and costly.
- A serious buyer should do three things *before* looking at any houses: hire an agent, get financially pre-qualified and determine their “needs” and “wants”.
- When *hiring* an agent, pick one who has the ethics, integrity, experience, training, education and resources to “protect and promote” *your* best interest throughout the process.
- While you can get data and information anywhere, a Real Estate professional can provide the *knowledge* and *insight* you will likely need to succeed.
- Hire an agent who lets you sleep peacefully at night.
- Hiring a friend or family member may feel great *initially* but what happens *when* a problem arises?
- Planning and preparation will help you identify your best options more quickly.
- Once you are “pre-qualified”, you need to determine your financial comfort level in terms of your total out-of-pocket costs and your monthly mortgage payment.
- Determine your non-negotiable “needs” and what you “want” to have in a house.
- Think “Google search”: your search results are only as good as your search criteria.
- How confident are you that you are aware of every available option?
- Assume that there will be other buyers searching for the same house you want to own.
- If you are selling one house to buy another, what is the *cost* of waiting to complete the process?
- Buying and selling Real Estate are like playing poker, *both* sides want to see the other’s “cards”.
- You are buying the *neighborhood* and a *lifestyle*, not just a place to call home.
- Driving through a neighborhood before seeing inside will allow you to prioritize showings.
- Every house in your search results is not going to be a viable option.

- Some houses in your search results may already be under contract or being negotiated.
- Every day spent looking at houses you might have eliminated earlier will allow other buyers to see and buy houses you might have liked.
- The location, features and condition of any property will affect its market value.
- Sellers determine the *asking price*; buyers determine the *value*.
- Negotiating an offer is like playing poker: you can focus on what the other person may be thinking *or* you can do what is in your best interests.
- Your offer has to appeal to the seller, their agent and eventually the mortgage appraiser.
- If your offer is too low or not “competitive” you may not get a “second chance”.
- If a house is overpriced or needs work, the owner may be more motivated to sell it.
- When an agreement of sale is signed, one party is probably *happier* than the other and *how* the process plays out will depend on *how* they try to resolve that feeling.
- It is never over until the buyer has the seller’s keys and the seller has the buyer’s money.

There is no time for inexperience, empty promises *or* false expectations!

HIRE WISELY: We are not “*all the same*”!