



BEST TIPS FOR HOMEBUYERS PURCHASING A HOUSE

IMPROVE YOUR BUYING POSITION WITH THESE TOP HOME-BUYING STRATEGIES.  

1



RANK YOUR WISH LIST

Prioritize what matters most to you in a house. Is it the number of bedrooms or bathrooms? Is having a fenced yard or a home in walking distance to a school more important? This will help your agent narrow your search and make better use of your time.

2



SHOP OUTSIDE YOUR MARKET

Sometimes, the ultimate house can be sitting just a few miles outside your target neighborhood. You might get more house for less money or find more options in housing when inventory is tight in your target zip code.

3



CONSIDER AN OFFER OVER LIST PRICE

If you've found "the one" yet you know there are other bidders, consider making an offer over the list price. Where applicable, indicate that this is your maximum offer to avoid a bidding war.

4



BE THE FIRST TO SUBMIT

In a tight inventory market, it's important to get your offer in quickly for consideration. Ask your agent about tech solutions they may have to help you text and eSign documents for faster response times and digital task lists to keep you on track.

5



SHOP DURING THE WEEK

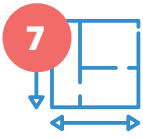
Get a jump on showings midweek and don't wait until the weekend like most people to view the house that caught your eye. Also, you might time your search around summer or even fall and winter months, which typically generate less competition than the peak spring months.

6



INCLUDE AN OFFER LETTER

Consider writing a personal note that sets your offer apart from the pack. Tell the seller why you fell in love with the house of your dreams and include any points that might connect with the seller emotionally.



RAISE THE EARNEST MONEY UPFRONT

Time and money are of ultimate essence in a hot sellers market. One way to up the ante on your offer is by putting more earnest money down upfront.



PICK UP CLOSING COSTS AND COMMISSIONS

In a tight market, consider picking up the closing costs and the agents' commissions. Sometimes, the best offer to a seller may not be an all-cash deal but, rather, an offer that removes the sellers' costs.



SUBMIT PRE-APPROVAL AND PROOF OF FUNDS DOCUMENTATION

Buyers with pre-approved loans carry an advantage over the competition, as they demonstrate credibility as a legitimate buying prospect. Try to time the pre-approval date as closely to the date of the offer as possible. Some lenders will carry out the underwriting before the house is under contract, which can also shorten the closing time and make it more attractive to the seller.



ASK QUESTIONS

There may be other extenuating factors the seller is willing to negotiate, in addition to price. For example, they may welcome a longer close or a 30-day rent back option if they don't have another home that's move-in ready once they close on the listing. Don't be afraid to ask your agent questions, especially if you're new to the homebuying experience.