

THE **INFORMED** Home Buyer/Seller™

Helpful Advice for Making the Right Move

Issue 3

Getting Your Home Hunting *Ducks in a Row*

Say you're shopping for a new home. Your goal is to find the ideal property, in a neighborhood that is just right for you, within a price range that you can afford.

What do you need — at minimum — to get started?

If you're looking for ways to get your ducks in a row, here are some suggestions:

- **A property wish list.** What does your ideal home look like? How many bedrooms does it need to have? Do you require a spacious recreational room? A large deck? A pool? A nice view? Get your wish list down on paper.
- **A neighborhood wish list.** Where you live is just as important as what you live in. What qualities are you looking for in a neighborhood? A nearby park? Walking distance to a good school? Hiking trails? A shorter drive to work? Write it down.
- **A pre-approved mortgage.** Getting the financing handled up front takes the guesswork out of what you can afford. Home sellers will also take any offers you make more seriously.
- **Realistic expectations.** 99.9% of homes sell at or near the current market rates. So don't expect to find a bargain that no one else has noticed. Your REALTOR® can help you understand which homes, in which neighborhoods, are available within your price range.
- **A great REALTOR®.** Choosing the right real estate professional is crucial to making your home shopping experience less stressful and more productive. It also dramatically increases your chances of finding a home that fits your needs and budget.

Looking for more advice on finding your next dream home?
Call today!

Your Home Shopping **Toolkit**

"Will our entertainment unit fit along that livingroom wall?" There's no way of knowing for sure without a measuring tape. That's just one of the items you should have in your toolkit when viewing homes. Here are the others:

- A notebook
- A digital camera
- A street map of the community.
- A small flashlight.

Keep this toolkit in your car. It will make your home shopping excursions more productive.

Think, Act... Live!

"Flaming enthusiasm, backed by horse sense and persistence, is the quality that most frequently makes for success."

Dale Carnegie

"He who does not understand your silence will probably not understand your words."

Elbert Hubbard

"The propensity to give advice is universal. But don't worry; the propensity to ignore it is also universal."

Brian Tracy