



Prudential

Howe & Doherty
REALTORS®

The Future of Real Estate. Now.

Common Mistakes Homebuyers Make

Not securing financing. Being pre-approved makes a buyer more appealing to a seller, and allows you to clear up any credit issues before starting the home buying process.

Agent hopping. A buyer will receive the best level of service from a dedicated agent who spends the time getting to know his/her wants and needs. An agent who you've been working with through the entire process is best able to help you attain your goals.

Making an unrealistic offer. A qualified agent can share current market conditions and data to help a buyer make an offer that works to get his/her the best terms while still being acceptable to the seller.

Lack of focus. Many buyers start looking at homes before they have prioritized their needs and wants. An experienced agent can help a buyer determine "must have" features since it is unlikely that any home will have absolutely everything a buyer wants.

Not having the home inspected. Especially with older homes, a home inspection is critical to reveal any problems that may not be apparent on the surface. Even new homes should be inspected to avoid any potential conflicts down the road.

Contingencies. Insisting on too many contingencies can weaken what might otherwise be a strong offer. Depending upon the situation, some or all contingencies may need to be eliminated. An experienced agent can help a buyer determine how to write the most effective offer while still balancing his/her interests.

Procrastination. If a buyer finds a home that fits his/her priorities, he/she may need to move quickly to make an offer, especially if it is a "seller's market". A seasoned agent can craft an effective offer on short notice.

Not doing your homework. Knowledge is power, and the Internet makes it easier than ever to get information. An experienced Realtor will provide a buyer with such knowledge.

Not listening to professional advice. Seeking the opinions of experienced professionals; i.e., Realtors, mortgage consultants and attorneys will help a buyer with what may be one of the most important purchases he/she will ever make.

I CAN REPRESENT YOU IN THE PURCHASE OF YOUR NEXT HOME!



Amy Sebell, REALTOR®


ABR, CBR, CRS, GRI, M. Ed
Chairman's Circle - Gold

Direct: 978.269.2236 / Cell: 978.808.1852

Amy@AmySebell.com
www.AmySebell.com

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