

10 BIG HOME-BUYING MISTAKES

- **Not doing your homework.** Knowledge is power. Tremendous information is available on the internet, but some of it is misleading, stated home values can be wildly inaccurate, photos can be incredibly 'dishonest', and some information is even completely false. We are the experts, so use us!
- **Trying to make a shrewd investment.** You need to buy based on what fits your needs and your family. Don't try to guess what will happen to the market, down the road.
- **Choosing a poor location and view.** Even within a neighborhood, location matters. Is it on the busiest street? Is there a shopping center out back? Can you hear the highway, or aircraft?
- **Overlooking an inferior floor plan for an attractive exterior.** It may have gorgeous curb appeal, but you don't live on the lawn. It may have a breath-taking view, but you won't be staring out the window all day long. No matter how attractive the exterior/view, you need a livable home.
- **Overlooking how the property will function for your needs.** How do you really live? Do you need a formal dining room? Would you be happier with an eat-in kitchen and a great room, plus a den to use as a home office? The property only needs to fit one family: yours.
- **Not having a resale home properly inspected.** This is not the time for surprises. Get an inspection from a qualified, respected professional home inspector.
- **Not checking out the builder's reputation, if it's a new home.** This is one of the many reasons you need to be represented by a realtor® when you look at new construction. We know the good builders and developers, and we know the questions to ask.
- **Not getting what you want because you're impatient.** This is a big decision. You need time. Impatient decisions can lead to mistakes. But don't wait too long either!
- **Waiting for a better market and interest rates.** As Warren Buffett says, the rearview mirror is always clearer than the windshield. Don't try and 'time' the market.
- **Not buying at all.** If you can afford a property and you don't make that purchase, you'll lose the benefit of tax deductions, building home equity and the appreciation in value.

Many years ago, President Franklin D. Roosevelt said "*Real estate cannot be lost or stolen, nor can it be carried away. Purchased with common sense, paid for in full, and managed with reasonable care, it is about the safest investment in the world.*"