



BUYING IN A COMPETITIVE MARKET

It's true, there are houses right now that have been on the market for some time, and sellers are willing to negotiate. But the current market can still be highly competitive for buyers in many situations. Here are my recommendations in keeping you successful in your quest:

- **PREPARATION**

Be ready to find your perfect home tomorrow. That means getting loan pre-approval now. Being pre-approved for a loan will help you present the strongest offer to the seller and give you an edge in multiple offer situations.

- **REVIEWING NEW LISTINGS AS SOON AS POSSIBLE**

I will have you set up to receive automatic emails whenever a new listing matches your search criteria. Check your email several times a day.

- **BE READY TO ACT FAST**

The sooner you can see a property, the better. Also be ready to make an offer quickly.

- **MAKE YOUR BEST OFFER.**

Once we have found the house you love, I will do a comparative analysis to find out what the fair market value is for the property. With those statistics in mind, we should present an offer with the intention that the seller will accept it. Going into a counter offer situation just makes it possible for another buyer to slip in. Our goal is to get you the house. I will be honest with you about what it takes to win in this market.

- **DON'T BE AFRAID OF MULTIPLE OFFER SITUATIONS.**

If being in a competitive circumstance is not your cup of tea, you might be tempted to back out if you see there are several interested buyers for the property you want. Don't give up! I will counsel you in what we can do to give you an advantage over the other buyers. Sometimes it can be the smallest detail that will make a seller choose one buyer over another – and you just might be the one they select.

