



Here's The Information You Requested..

The Most Important 4 Things Every Renter Should Know Before Buying Any Home

1. Don't Get "Pre-Qualified!"

Do you want to get the best house you can for the least amount of money? Then make sure you are in the strongest negotiating position possible. Price is only one bargaining chip in the negotiations, and not necessarily the most important one. Often other terms, such as the strength of the buyer or the length of escrow, are critical to a seller.

In years past, we've always recommended buyers get "pre-qualified" by a lender. This means that you spend a few minutes on the phone with a lender who asks you a few questions. Based on the answers, the lender pronounces you "pre-qualified" and issues a certificate that you can show to a seller. Sellers are aware that such certificates are WORTHLESS and here's why! None of the information has been verified! Often, unknown problems surface! Problems I've seen include recorded judgments, child support payments due, glitches on the credit report due to any number of reasons both accurate and inaccurate and down payments that have not been in the clients' bank account long enough, etc.

So, the way to make a strong offer today is to get "pre-approved". This happens AFTER all information has been checked and verified. You are actually APPROVED for the loan and the only loose end is the appraisal on the property. This process takes anywhere from a few minutes to a few days depending on your situation. It's VERY POWERFUL and a weapon we recommend all our clients have in their negotiating arsenal.

Since you are currently renting a home and don't have one to sell, you may be at an advantage when competing with other buyers because many must sell their current home before they are able to get financing for another.

2. Play the Game of Nines

Before house hunting, make a list of nine things you want in the new place. Then make a list of the nine things you don't want. I call this "NINE OF THIS AND NONE OF THAT". You can use this list as a scorecard to rate each property you see. The one with the biggest score wins! This helps avoid confusion and keeps things in perspective when you're comparing dozens of homes.

When house hunting, keep in mind the difference between "SKIN AND BONES". The BONES are things that cannot be changed such as the location, view, size of lot, noise in the area, school district and floor plan. The SKIN represents easily changed surface finishes like carpet, wallpaper, color and window coverings. Buy the house with good BONES, because the SKIN can always be changed to match your tastes. We always recommend that you imagine each house as if it were vacant. Consider each house on its underlying merits, not the seller's decorating skills.



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3. Don't Be Pushed Into Just Any House

Your agent should show you everything available that meets your requirements. Don't make a decision on a house until you feel you've seen enough to pick the best one. Go to the Multiple Listing Web site with your agent to make sure you are getting a COMPLETE list of homes for sale and not just the home that the agent wants to show you.

In the late 1980's, homes were selling quickly, usually a few days after listing. In that kind of market, agents advised their clients to make an offer ON THE SPOT if they liked the house. That was good advice at the time. Today, there usually isn't this urgency unless a home is drastically under priced, and you'll know if it is. But keep in mind, if you wait too long, there is always a chance of the house selling before your offer is submitted to the seller. If you really like a house, get an offer written and make sure your agent includes the appropriate clauses to get you out of the offer, should the need arise.

Don't forget to check the SCHOOL DISTRICTS of the area you're considering. Information is available on every school: class sizes, % of students that go on to college, SAT scores, etc. You can get this information from your agent or directly from the school.

4. Stop Calling Ads!

A word of caution - agents create ads solely to make the phone ring! Many of the homes have some drawback not mentioned in the ad, such as traffic noise, power lines or litigation in the community. What's not mentioned in the ad is usually more important than what is.

For this reason, be very careful when reading ads. Remember, the person writing the ad is representing the seller, not you! The most important thing you can do is have someone on your side looking out for your best interests. Your own agent will critique the property with an eye toward how well it meets your needs and will point out any drawbacks you should know about.

So, whether you decide to work with us or not, pick an agent you feel comfortable with and enlist the services of that agent as a buyer's broker. Then you become a client with all the rights, benefits and privileges created by this agency relationship, and you're no longer just a shopper. Did you know many homes are sold WITHOUT A SIGN ever going up or an AD EVER BEING PUT IN THE PAPER? These "great deals" go to those people who are committed to working with one agent. When an agent hears of a great buy, who do you think he's going to call? His client, for whom he has a legal obligation to work hard, or someone who just called and said "keep your eyes open for me"? To get the best buy on a property, we always recommend you hire your own agent and stick with him or her.

If you should have any questions about this report or any real estate related questions please don't hesitate to contact us.



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!!!!ATTENTION!!!!

**Read the following pages for a very
special, limited time offer! It Could
Save You Thousands of Dollars!**

(Turn The Page To Save Time, Money and Headaches When Buying Your Next Home)



ATTENTION HOME BUYERS!



Here's The Information You Requested..

The Most Important 4 Things Every Renter Should Know Before Buying Any Home

"FREE Buyer Protection Program Will Show You How To Buy The Very
Most Home For Your Money In and Around Maryland"

Learn Secrets For Saving Thousands, Finding A Great Bargain, And
Eliminating The Frustrations Most Home Buyers Face...

Our Consumer Service Will Show You How To:

- Find You The Perfect Home, At The Perfect Price....Even if it's not on the market right now!
- Learn Little-Known, Yet Simple Secrets For Saving Thousands On Your Next Mortgage.
- Learn How You Can Obtain a Credit Report For FREE!
- Avoid 12 Mistakes Buyers Make That Cost Them Thousands.
- Learn 7 Negotiating Tips For Getting The Very Best Price and Terms Possible.
- How To Find Hidden Bargains in the Market.

And Much More!

We Will Answer ALL of Your Home Buying Questions Fast, Friendly and Professionally. Our Service is FREE. We've Helped Hundreds of Home Buyers Save Thousands Quickly and Easily. And We Will Help YOU Too!

HURRY. This Offer Expires Soon!

Call the number below for FREE 24 hour recorded details!

877-550-6373 (MDRE)