



Here's The Information You Requested..



6 tips on Negotiating Your Home Price.

Get the best price for your new home purchase. These negotiating tips will put you in the driver's seat when arbitrating the purchase of any property.

MDRE Pros SPECIAL REPORT:

6 tips on Negotiating Your Home Price.

Negotiating the price of your home can be a strenuous process. How do you know you are getting the best price for your new home? There are many ways to help put you in control of the negotiating process while still creating a win/win situation for yourself and the seller.

There are two places to negotiate. One is on the loan itself. The other is on the purchase details of the house you will be buying.

Now a lot of people in the United States are not used to negotiating. We get very used to going to the store and paying the given price on the tag.

With a home there is a lot more to consider. The deal you negotiate will determine what you may be paying for the next 360 months. You want to be comfortable with the payment you will be making and it is determined by the purchase price you agree on.

Think of it this way. You could be knocking thousands of dollars off the overall payments on your house with each point you negotiate in your favor. So here are some tips that can help you in negotiating the best price for your home.

On your first offer, offer less than the asking price. In most cases houses sell for less than what is being asked for the home. In general you can ask for around 5% off the purchase price. Always ask for more off than you want to pay. Many times negotiations will end up right in the middle of the asking price and the first offer because you have bracketed their price.

Look at many houses before making an offer to get a feel for what houses are selling for. The more research you do on homes that have recently sold in the area you want to buy, the better armed you will be when you come across a house that you want to make an offer on.

This will also help you to determine when you come across a bargain. Every once in a while someone will put their property on the market under the fair market value for a quick sale.

In this case it is best not to jump on the property and get your offer in. You will want to put in your contract that the property purchase is subject to a home inspection.



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