

## **THINGS BUYERS ABSOLUTELY SHOULD NOT DO!**

- Don't quit your job
- Don't change your job
- Don't get a promotion
- Don't buy any large ticket items
- Don't make David Copperfield deposits (all funds need to be traceable)
- Don't talk to sellers directly (loose lips sink ships)
- Don't accept a monetary gift without getting a gift letter and a bank statement for funds
- Don't forget to tell the person giving you the gift that you will probably need a gift letter and some proof that they had the money to give you (usually a bank statement)
- Don't withhold information from your lender about child support, alimony, wage garnishments or any other payroll reduction
- Don't take advice from a buying committee that has not purchased a home in the last year (the rules change almost daily!)
- Don't wait to see everything else on the market
- Don't trash a property in front of the owners
- Don't call the other agents on the "For Sale" signs
- Don't attend open houses without telling your agent
- Don't forget to tell me if you have to sell a house before you can buy
- Don't forget to tell me if you're allergic to animals
- Don't delay paperwork because you are irritated by the frequency and number of requests from the mortgage company
- Don't be afraid if you find what you are looking for the very first day you look at homes (It happens more often than you think)!
- Don't "sleep on it" for too long (In a hot market if you sleep on it, you might not get to sleep in it)

- Don't wait to find the absolutely PERFECT house. You will always be limited by income, zoning, inventory at the time, or property taxes
- 80/10/10 – If you find a house that has 80% of what you are looking for, 10% of things you can change, and 10% of things you can live with, it's a keeper!
- Don't co-sign for anyone
- Don't schedule a vacation before we close
- Don't change your name during the mortgage process
- Don't discuss too much in the house you are touring (always assume you are being recorded)
- Don't post your real estate thoughts on social media
- Don't skip a home inspection
- Don't start looking at homes until you are fully preapproved
- Don't believe everything you see on HGTV
- Don't hesitate to tell me what the most important things are to you when looking for a home
- Don't cancel appointments last minute
- Don't select a lender just because they offer the lowest interest rate
- Don't hire an attorney if they are not a real estate attorney
- Don't use any other name for mortgage docs other than the one on your license
- Don't hide info from your lender that changes throughout the process (for example if you lose your job)
- Do not go window shopping and let people pull your credit report
- Don't buy furniture until after you close
- If it can't be written on the front page of the contract because it's being done "under the table" it is probably mortgage fraud
- Do not look at a short sale if you need to move immediately
- Do not consider a short-sale if you need to be in control of the process