

# 5 Tips Buyers Should Know

Even if you're not planning to buy right now, these tips will help demystify the real estate process.

## 1. Mind Your Mortgage

A down payment less than 20% may require mortgage insurance. Buyers must also have to pass a mandatory mortgage "stress test". Keep an eye on interest rates and chat with a trusted lender about your options!

## 2. A Deposit Means Business

This is money you drop with your offer to show you're serious about the transaction. The sum gets rolled into the down payment, but you lose it if you walk away from the transaction.

## 3. Check Your Inspections

Even if the seller has had a pre-listing inspection, you still have the option to set up a home inspection to catch anything they might have missed.

## 4. Extra Costs Can Add Up

Consult with your real estate pro to learn what those inevitable administrative, tax and legal fees may look like for you in the transaction.

## 5. Rely on Your Real Estate Professional

You're not in this alone! I'm here to get you the best deal and make the process as smooth and enjoyable as possible. **Call me to get started!**



Michelle McFarland

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SALES REP. | GETTING YOU READY, SET & SOLD!

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Thinking about selling your home? As you start the process, consider the following suggestions.

# 5 Tips Sellers Should Know

## 1. Keep the Price Realistic

Name your price based on the guidance of your real estate pro, who has access to current market data. An overpriced home takes longer to sell; make it easier by keeping it fair.

## 2. Stage Your Home

Staging your home to reflect layout and design trends can make it more appealing to buyers, and so can professional listing photos. I'll take care of this for you during the selling process!

## 3. Updates are Investments

Replacing old appliances and fixtures and decluttering your home will make it more attractive to buyers and potentially up the value. View these updates as an investment, not an expense.

## 4. Consider a Pre-Listing Inspection

When you order an inspection before listing your home, you can address issues early and save time during closing.

## 5. Trust Your Real Estate Professional

Call me to get started with a **comparative market analysis** to see how your home compares to others recently sold in the area.

