

The Zulu Group at Keller Williams
Top Ten Mistakes Buyers Make

#1 Not working with an Accredited Buyer's Representative under an Exclusive Agency Agreement:

What the buyer needs to know if there is no Exclusive Agency Agreement:

- No loyalty
- No fiduciary duties
- Not legally responsible for buyer's best interests

#2 Not hiring a good home inspector:

What the buyer needs to know:

- You want an inspector that is a member of ASHI
- You want someone local
- You want someone with at least 5-years' experience
- You want a Guarantee
- Do major component, termite, and radon inspection
- Go through report with agent with a fine-toothed comb
- Use an independent home inspector for a 3-phase inspection on new home construction



#3 Not imagining the property vacant:

What the buyer needs to know:

- The seller's furnishings will NOT stay
- Try to picture the house with YOUR furniture in it
- Know the dimensions of larger items, such as sofas, entertainment centers, beds, refrigerators, dining room furniture, etc
- Know what WILL and will NOT stay with the home

#4 Income plus lifestyle= mortgage payment:

What the buyer needs to know:

- Get pre-approved by a local, recognized lender BEFORE seeing houses
- Know what their requirements are
- Know your monthly budget as lenders do NOT figure in all expenses to your qualification ratios
- Decide on a payment with which you feel comfortable and have the lender show you what that equals in total purchase price. Do not go above that number.



#5 Not seeing enough homes:

What the buyer needs to know:

- The average first-time buyer sees 10-12 homes in person
- The average repeat buyer sees 7-10 homes in person
- Look at everything available on-line and with the help of your agent narrow down your possibilities
- See your favorite home a second time the next day

#6 Not utilizing your agent's team:

What the buyer needs to know:

- When talking with agents ask who their favorite person/company is
 - o Inspector
 - o Title Company
 - o Mortgage Lender
 - o Home Warranty company
- Utilize these people as they know how to work with your agent and if needed, will go above and beyond to help

#7 Not being "Columbo":

What the buyer needs to know:

- Check out all costs associated with the house
 - o Utility figures
 - o Taxes
 - o HOA dues
 - o Homeowner Insurance
 - o Maintenance items on the house (how soon will they need to be addressed and how often)
 - o Assessments?



#8 Not conducting a final walk-thru:

What the buyer needs to know:

- Review all PAID receipts of work performed PRIOR to closing
- If sellers performed any work, ensure they are qualified to make such repairs and have them sign a note detailing what they did
- Consider having a re-inspection
- Always walk through the house the day of closing including new construction

#9 Not planning for flexibility:

What the buyer needs to know:

- Nothing ever goes completely to plan, especially in this current real estate environment
- Your agent cannot control everything
- Know "turbulence" will come up and trust your agent to get you through it. Not all turbulence can be avoided.

#10 Not being loyal to your team:

What the buyer needs to know:

- Take the time to pick the right agent/team
- Talk with friends/colleagues
- Have a face-to-face meeting with no expectations
- Ask a lot of questions
- Choose the agent with whom you feel the most comfortable

