

# HOW TO NEGOTIATE LIKE A PRO WHEN BUYING A HOME



So, you're about to buy a home—exciting! But let's be real, you don't want to overpay, right? That's where negotiation comes in. Whether you're trying to score a better price, get repairs thrown in, or sweeten the deal in your favor, knowing how to negotiate is key.

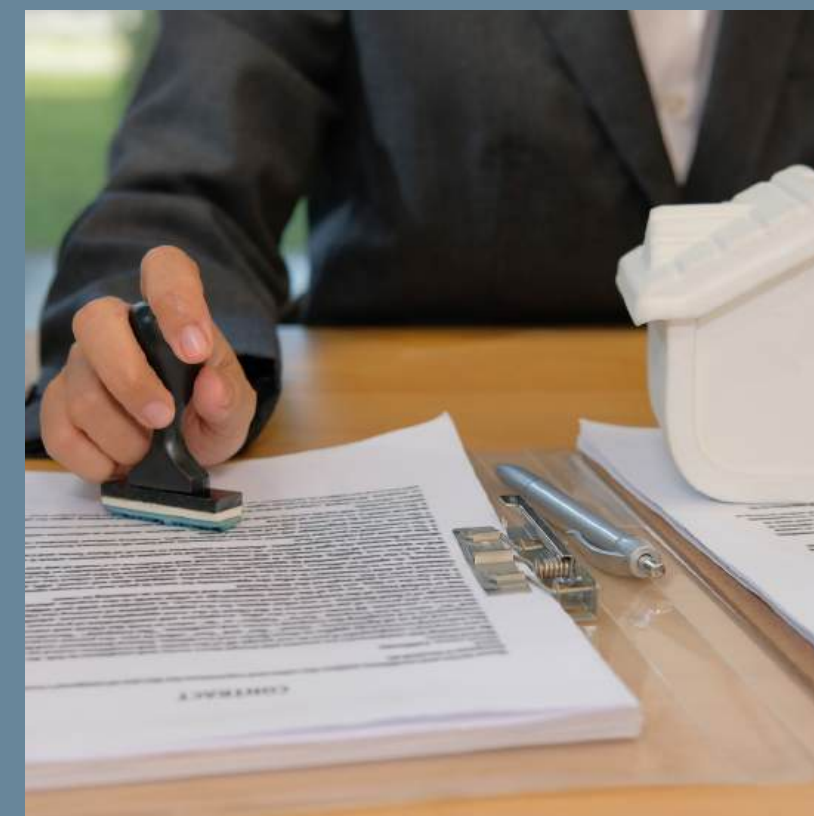
Good news? You don't have to be a master negotiator to get a great deal—just follow these simple strategies.



# GET YOUR DUCKS IN A ROW

Before you start talking numbers, make sure you're **100%** prepared. Sellers take you more seriously when you're organized.

Get **pre-approved** for your mortgage (this shows you're serious).

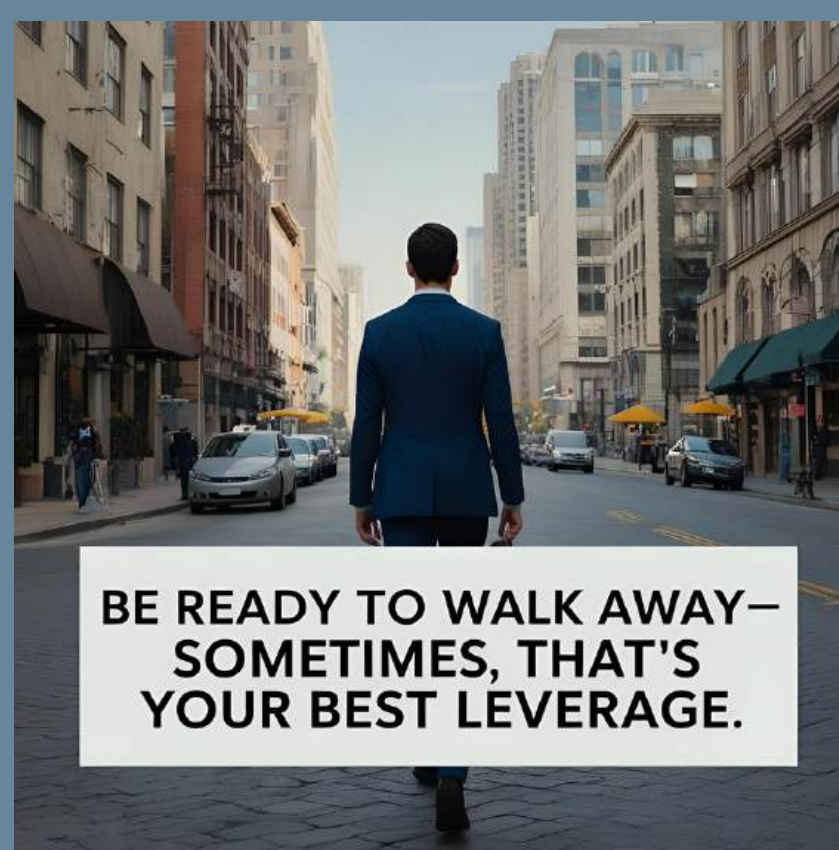


Have all your **paperwork ready** (income, credit, etc.).

Know what you want & set your **terms** before making an offer.



Work with a **great agent** (psst... I know one! 😊).



BE READY TO WALK AWAY—  
SOMETIMES, THAT'S  
YOUR BEST LEVERAGE.

**Be ready to walk away—**  
sometimes, that's your best  
leverage



**STEP**

# DO YOUR HOMEWORK

Smart buyers ask smart questions! Before making an offer, find out:

## How long has the home been on the market?

(Longer = more room to negotiate!)



## Has the seller already bought another home?

(They might be desperate to sell!)

## Have there been other offers?

(If multiple offers have fallen through, find out why.)



## What's the lowest price they might accept?

(Know your "walk-away" number.)



**STEP**

# WHAT CAN YOU NEGOTIATE?

You might think negotiations are all about price, but there's SO much more you can negotiate:

## Purchase Price

Obviously! But don't stop there.



## Repairs

Found issues in the inspection?  
Ask the seller to fix them!

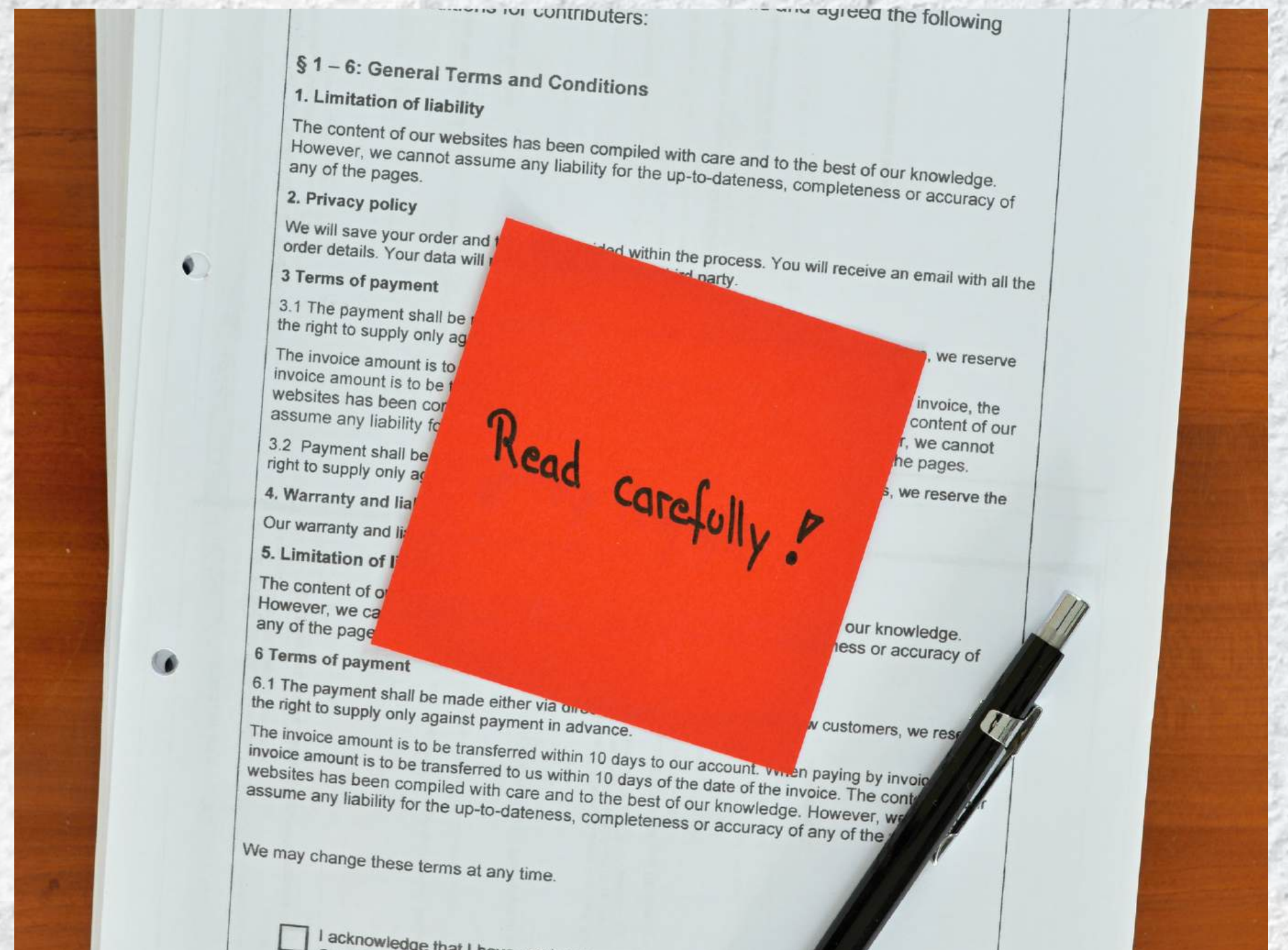
## Furniture & Appliances

Love that fridge? Ask for it!



# Move-in Date

Need more time? Get flexible terms.



# Closing Costs

See if the seller will cover some (or all!) of these.

# Contingencies

Make sure you're protected if financing falls through.





# NEGOTIATION TIPS FOR BUYERS



**Be strategic with your offer** – Lowballing too much can backfire.



**Know your limits** – Set the absolute max you'll pay and stick to it.



**Don't get emotional** – Stay cool, calm, and calculated.



**Look beyond price** – Maybe they won't lower the price, but they might throw in extras.



**Lean on your agent** – That's what we're here for! A skilled negotiator can save you thousands.




STEP

# SEAL THE DEAL LIKE A PRO



Negotiation isn't about  
“**winning**” or “**losing**”—it's  
about finding a deal that  
works for both sides.

With the **right strategy**, you can get the home you love at a price you feel great about. And guess what? You don't have to do it alone—I'm here to help!



# Ready to Make a Winning Offer?

Let's team up and get you the  
**best deal possible!**

Get in **contact** with **me** today to learn what homes are  
worth in your area!