



House Hunting

Buying a home can be a particularly stressful and trying experience, but it will be much smoother for consumers who relax, take their time and ask tons of questions. Educate yourself on the process and the forms.

One of the key issues that will arise during the process involves knowing exactly how much to pay for a property. To prepare, buyers should take careful notes on a property's marketing data such as selling price, price changes, length of time on market as well as what kind of market your in-buyers or sellers market. If your buying in a "Sellers Market," there are less homes on the market to chose from and more competition. The opposite is true in a Buyers Market. Remember, sites such as Zillow and Trulia can be a great resource but there are often differences in real market value vs. the "zestimates."

Although looking at multiple houses can be fun, buyers should be prepared to seize the perfect home when they see it-even if it's the first or second home they encounter. For buyers that have their doubts, revisiting the property can relieve your jitters.

In Arizona, we generally have 10 days to have a thorough home inspection from a professional home inspector, pool inspector, contractors, and any other professional you need to ease your fears and doubts.

Concerned about paying too much for your home? In Arizona, all financed transactions are contingent upon the property appraising for the sales price of the home. This does not apply to cash transactions, so if your paying with cash, please discuss this contingency with your agent.

Finally, it's OK to have high expectations, but be ready to make compromises! There is no such thing as the "perfect home." However, with a little give and take, buyers should be able to find a house that comes close to meeting all their needs and desires.

Happy Hunting!