

8: Partner with a Professional

Don't make such a crucial decision without first consulting a seasoned professional. Under the careful guidance of an agent, you'll be better equipped to make an educated offer, and rest easy knowing that your interests are being represented during the negotiation process.



DON'T LEAVE YOUR PURCHASE TO CHANCE.

We'll work with you to identify the most valuable real estate available within your personal criteria, and represent your interests during the negotiation process. The seller has an agent looking out for them. Shouldn't you?

Sasha Miletic, Broker

REMAX Preferred Realty Ltd., Brokerage
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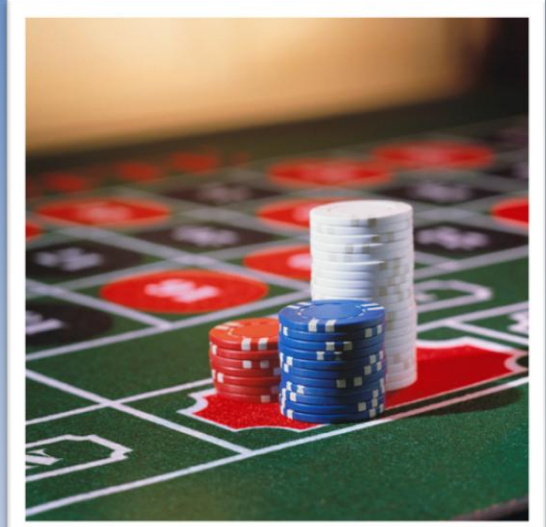
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Buying a Home?



8 Ways to Pick a Winner

Don't Leave Your Purchase to Chance



If you're like most Canadians, your home will be the biggest investment of your life. Finding the right property to invest in shouldn't be left up to chance. These eight tips will help take the guess work out of your home purchase.

1: Talk to the Bank First

Before embarking on your house hunt, talk to a mortgage professional to get pre-approved. This will not only demonstrate to agents and sellers that you are a serious buyer, but will also clarify your budget.

2: Be the First to See New Properties

Don't let hot new properties get snatched up by other buyers. Give your agent detailed search parameters so that he can let you know as soon as an eligible home comes on the market.

3: Know Your Market

Identify the neighborhood(s) you are interested in buying in, then research the market. Find out how much properties are selling for and determine an average price per square foot. Have your agent research average turnaround times as well as neighborhood standards. This will help you to understand what a price in your area should bring, and recognize a good deal when you see one.

4: Take Your Offer Straight to the Top

Once you find the right home, don't let your offer go unnoticed on a fax machine. Have your agent deliver it to the listing agent in person. By cutting to the chase, you reduce the risk of another buyer swooping in with a better offer, and you send a message to the seller that you are a serious buyer.

5: Show Them the Money

Nothing gets a seller's attention quite like a hefty good faith deposit. A good faith deposit is money put down with an offer to demonstrate that you are a serious buyer. Acceptable amounts vary by market. Work with your agent to determine an amount that will get your bid noticed. Not only will a large good faith deposit show intent, but it will provide a degree of security to the seller that will make negotiating easier.

6: Keep an Open Mind

Don't hang all of your hopes on one property. If you decide that you can't live without a home, you'll be less objective during negotiations and make concessions that you may regret later. Keep a level head, leave emotions out of it, and try to view the house as an investment.

7: Keep Contracts Short and Sweet

The more complex and wordy a purchase agreement, the closer a seller will scrutinize it. It will raise suspicion and complicate the negotiation process. Don't make unnecessary exclusions or requests and keep contracts short and sweet.

