

## ***10 DEADLY MISTAKES buyers make when purchasing a home:***

A banner for Sharon Jordan, a real estate broker. The banner features a blue and red background with a white diagonal stripe. On the left, it says "Experience isn't Expensive - it's Priceless" and "email - jordan@ripnet.com" with a small rainbow logo. In the center, "Sharon Jordan" is written in large red letters, with "613-213-0632" below it. To the right, it says "Broker" and "RE/MAX \*Hometown Realty Inc. Brokerage 26 Victoria Ave. Brockville, Ontario K6V 2B1". On the far right, there is a photo of Sharon Jordan, a smiling woman with blonde hair, next to a RE/MAX logo and a house icon.

Experience isn't Expensive  
- it's Priceless

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**1. *Making an offer on a home without being pre-qualified.***

Pre-qualification will make your life easier and can save you money in the long run – take the time to speak with a real estate professional who can recommend the banks and mortgage brokers that are offering the best rates and terms in the market place today. Pre-qualification will help in giving you an edge in negotiating the best purchase price possible or enhance your position when multiple offers are being presented on the home you are wanting to purchase.

**2. *Not having a home inspection or other necessary inspections.***

Trying to save money today can end up costing you thousands of dollars in the future. Qualified inspectors will reveal issues that many buyers will overlook i.e. toxic containments, structural problems, mechanical failures, all of which can be onerous financially and potentially hazardous to your health. A real estate sales professional will ensure that your offer is structured to allow for the necessary inspections and will also make recommendations on service providers with exceptional track records.

**3. *Limited your search to open houses, ads, or the Internet.***

Many homes listed in magazines or on the Internet have already been sold. Your best course of action is to contact a real estate professional. That have up-to-date information that is unavailable to the general public and they are the best resource to help you find the home that will best suit your family needs and price range.

**4. *Choosing a Sales Representative who is not committed to forming a strong relationship with you.***

Making a connection with the right real estate professional is crucial. Choose a professional who is dedicated to serving your needs before, during and after the sale.

**5. *Thinking there is only one perfect house out there.***

Buying a home is a process of elimination, not selection. New properties arrive on the market daily, so be open to all the possibilities. Your real estate agent will provide you with a current market analysis on any home that you are considering buying. This will help with the price offering process as well as it will help give you comfort in knowing that you are not paying too much for a particular property.

**6. *Not considering long-term needs.***

It is important to think ahead, will the home suit your needs 3-5 years from now?

**7. *Not examining insurance issues.***

Your real estate agent will help ensure that you are able to purchase adequate home owner insurance to protect you, and your family against loss or injury. Not all properties will be eligible for home insurance unless certain repairs are made to the structure or property that the dwelling is located on. Also, some insurance companies will refuse to ensure certain types of properties.

**8. *Not taking advantage of all Government Home Buying Incentive Programs.***

A professional real estate agent is up to date on all current government incentive programs that could potentially save you thousands of dollars.

**9. *Not knowing total costs involved.***

Your real estate agent will clearly outline and explain all the expense that you may incur when buying your home including additional financing charges for arranging a new mortgage; mortgage insurance fees on high ratio mortgages; closing costs; land transfer tax; title insurance; lawyer fees; closing adjustments costs i.e. oil heating, property taxes etc.

**10. *Not following through on due diligence.***

A real estate professional will make a list of any concerns you may have relating to the issues such as crime rates, schools, power lines, neighbours, environmental conditions, transportation, roadways, recreation facilities etc. they are trained to ask the important questions before you make an offer on a home, so that you will have confidence in your purchase.

