



404.618.2824
www.bradfordgroupmtg.com

APPLY NOW

How To Get the Best Price On Your House

Know the area

The old saying knowledge is power - pertains to buying a house too. Research the area. See the selling price of homes. See how fast homes are selling. See the price of homes that are on the market longer. This will give you an idea of what the fair market value is for homes in your area. It will help give you an idea what a fair bid is for your property.

Keep in mind that lowballing is generally not recommended as it can offend the seller, and they may then not want to negotiate at all.

Put an expiration date on your offer

If you like a home put an expiration date on the offer - 24 or 48 hours. This will show the seller you are serious and it will discourage them from waiting for other offers.

Inspect things carefully

Make sure to get a thorough home inspection. If something turns up, you can try to use that to negotiate a better price.

Do not show your hand

It may be hard, but do not show your enthusiasm. If you really like a property, buying your new home is something to be proud of and a major accomplishment, but it is also a business transaction. Be sure to treat it that way. Also be prepared to walk away from a property.

Be creative

If the seller is firm on price, try to get concessions in other ways. Ask them to pay for a new washer dryer. Ask them to include closing costs in the price of the home.

Ensure you are pre-approved

This shows the seller you are a serious buyer and are qualified. If you are not pre-approved, they do not know if you are really going to be able to qualify for a loan and may take your bid less seriously.

Click here to start the [preapproval process](#) .