

## Buyers - Getting Started Looking for Your Home

### **Find the Right Realtor to Help You**

When you are beginning the search for your home, find the Realtor that will listen to your needs. The Marti Bedell Team listens carefully and gives each client as many options as the market will allow.

### **Stop Calling Ads!**

A word of caution - Agents create ads solely to make the phone ring! Many of the homes have some drawback that's not mentioned in the ad, such as traffic noise, power lines, trains nearby, or the general market price for the neighborhood. What's not mentioned in the ad is usually more important than what is. For this reason, be very careful when reading ads. Remember that the person writing the ad is representing the Seller and not you. *Keep in mind that The Marti Bedell Team can help you with any company's ad or home on the market.* Contact us with the ad or the address, and we can help you.

### **What about "For Sale By Owner" homes?**

We can help you with the "For Sale By Owner" homes. Since we are willing to help them sell their home and still save significantly on the commission, they almost always allow us to represent you. If you see an ad or sign in front of a home that interests you, call our office with the address and phone number, and we will make contact with them for you, protecting your interests and needs.

### **Which Home is the Right One?**

When house hunting, keep in mind the difference between "skin" and "bones". The "bones" are things that cannot be changed such as the location, view, size of lot, noise in the area, school district, and floor plan. The "skin" represents easily changed surface finishes like carpet, wallpaper, color, and window coverings. Buy the house with good bones because the skin can always be changed to match your tastes. I always recommend that you imagine each house as if it were vacant. Consider each house on its underlying merits, not the Seller's decorating skills. As we view the homes, we will help you rank each home and how it compares to the others.

### **Shopping for a Home is Not Like Catalog Shopping**

Each property is unique. When you find the home that is right for you, it will be time to take the steps to secure it. If it were to sell to someone else, it is impossible to find a home and lot exactly like your favorite.

### **Be Careful of Who you Listen to for Advice**

When you are in the market for a home, everyone you meet becomes an expert. They have bought or sold property at some time in their life or had a relative or neighbor do so. You will hear all sorts of stories and build all kinds of expectations. Remember, each market is different, as well as the region, time of sale, and the terms involved. Filter out the bits of wisdom, do your research, and work with the right Realtor that you can trust to help guide and counsel you.