



10 Things Buyers Should Be Aware Of



1. Buy if you know you will stay at current city for a while.

If you can't commit to remaining in one place for at least a few years, then owning is probably not for you, at least not yet. With the transaction costs of buying and selling a home, you may end up losing money if you sell any sooner.

2. Start by shoring up your credit.

Since you most likely will need to get a mortgage to buy a house, you must make sure your credit history is as clean as possible. A few months before you start house hunting, get copies of your credit report. Make sure the facts are correct, and fix any problems you discover.

3. Aim for a home you can really afford.

The rule of thumb is that you can buy housing that runs about two-and-one-half times your annual salary. But you may do better to use the Joa Realty calculator available at www.JoaRealty.com to get a better handle on how your income, debts, and expenses affect what you can afford.



4. Investigate your down payment options.

There are a variety of public and private lenders who, if you qualify, offer low-interest mortgages that require a down payment as small as 3 percent of the purchase price, depending on your credit. Also, enlist the help of loved ones. Family members may be able to help you out with your down payment; inquire with your mortgage broker about any existing restrictions pertaining to your specific loan.

5. Buy in a district with good schools.

In most areas, this advice applies even if you don't have school-age children. Reason: When it comes time to sell, you'll learn that strong school districts are a top priority for many home buyers, thus helping boost property values.



6. Get professional help.

Even though the Internet gives buyers unprecedented access to home listings, most new buyers (and many more experienced ones) are better off using a professional real estate agent. Look for an exclusive buyer agent, if possible, who will have your interests at heart and can help you with strategies during the buying process.



7. Choose carefully between points and rate.

When picking a mortgage, you usually have the option of paying additional points- a portion of the interest that you pay at closing- in exchange for a lower interest rate. If you stay in the house for a long time (from five to seven years or more)

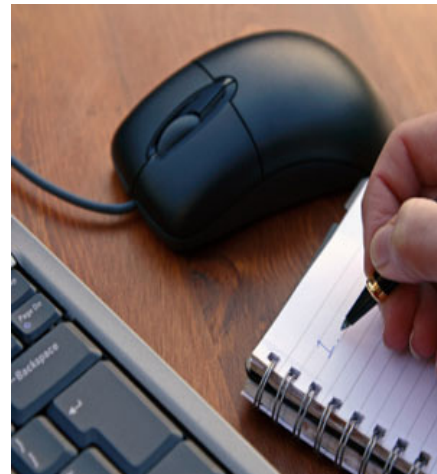
it's usually a better deal to take the points. The lower the interest rate will save you more in the long run.

8. Before house-hunting, get pre-approved.

Getting pre-approved will save yourself the grief of looking at houses you can not afford and put you in a better position to make a serious offer when you do find the right house. Not to be confused with pre-qualification, which is based on a cursory review of your finances, pre-approval from a lender is based on your actual income, debt, and credit history. It also shows sellers you are more serious about purchasing when you have a pre-approval letter to submit with a contract.

9. Do your homework before buying.

Your opening contract price should be based on the sales trend of familiar homes in the neighborhood. So before making an offer, consider sales of similar homes in the last three months. Your agent should provide a comparative market analysis (CMA) for you regarding each property you're interested in.



10. Hire a home inspector.

Sure, your lender will require a home appraisal anyway. But that's just the bank's way of determining whether the house is worth the price you've agreed to pay. Separately, you should hire your own home inspector, preferably an engineer with experience in doing home surveys in the area where you are buying. His or her job will be to point out any potential problems that require costly repairs in the future.