



Thomas Ervin

Let's Talk About Real Estate

“I REALLY LOVE THIS HOUSE. WHAT ELSE DO YOU HAVE?”

As strange as the title of this column may appear, it is a familiar refrain these days. Buyers are shown a house that is just perfect for them, and after seeing it, they ask their Realtor® to show them more homes. This is a recent phenomenon. In the past, when the buyers found the right house for them, they sat down and made an offer. From my interviews with Realtors, I have concluded that people are acting this way for one of two reasons:

A BETTER BUY MAYBE JUST AROUND THE CORNER:

Some buyers may feel that they should continue looking at other properties because there may be a better deal around and they don't want to miss it. Although this is a possibility, this philosophy could be taken to an extreme. Theoretically, the best decision is not to buy at all. This would allow you to always be available to look at more homes. While continuing your search, it is possible that someone else could purchase the home that was right for you.

IT'S HARD TO MAKE A DECISION: The decision to buy a certain home is a big one. Sometimes, wanting to see more homes is a way to avoid making a decision. It is possible to feel confident when buying. Here are some of the steps that can improve confidence:

1. Be sure that this property has the basic features that you need.
2. Ask your Realtor to provide examples of similar homes that have recently sold and their selling prices.
3. Make an offer on the property conditional on a satisfactory home inspection by a qualified home inspector.
4. After taking the logical steps listed above, buy with your heart. If you are going to invest your hard-earned money on this house, it should be a place that you want to come home to.

ADVICE: When you find the right property, you will feel it. Listen to your instincts. You know yourself and your tastes better than anyone else.