



Buying your home

From the desk of ...

Paul Kounnas, Director of Hudson Bond Real Estate

YOU can spend days, weeks or even months looking for the right home. It can be very frustrating. Finding the right agent will make finding the right home a lot easier. This is your first step.

The right agent will spend time with you and find out exactly what you want, where you want it and how much you want to spend. Not all agents are the same. Try to find one who will sit down and discuss your needs with you. Someone who genuinely cares.

The right home will have the right 'feel'. If it doesn't feel right, don't buy it.

Don't be pushed into making a hasty decision but don't procrastinate or be over cautious either. If the home is right and you hesitate, it may be sold to another buyer. You could then be looking for months, always comparing everything you see with the one you missed and regretting your indecision.

No matter what the season or how the market is, the right time to buy is when you find the right home.

For your safety and peace of mind it would be advisable to make your purchase subject to a building inspection. If you discover major structural faults you can then choose to either walk away or renegotiate the price.

The other condition you may want to include in your contract is a pest inspection.

When making an offer to purchase, don't be too 'clever'. If it's the right home, give yourself the best chance to buy by paying the highest price you're prepared to pay. The lower your offer, the less chance you will have of buying the home and the greater the chance of losing it to another buyer. It's no good saying you would have paid more after it is sold to someone else.

Don't pay more than you can afford. Financial stress is terrible and it tears families apart. Make sure that when you buy a home, you will be able to keep it and enjoy it.

Make your offer in writing with all your terms and conditions.

If you are careful and follow some basic rules, buying your own home will most likely be one of the best financial decisions of your life.

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