



Real estate tips for buyers

From the desk of ...

Paul Kounnas, Director of Hudson Bond Real Estate

BUYING or selling a home can be a complex and time consuming experience. There are many important decisions to make. Below are a few tips that will help you:

1 You are more likely to make the right decision if you know what you want. Make a list of what you must have in a property and another list of desired, but non essential, items. “

2 Before you start looking establish how much you can afford to spend. Pre-approval from your bank or finance broker is always helpful.

3 Do your research. Find out as much as you can about the market values of properties in your preferred area. The internet can be a great tool for this. Check out recent sales. Know what your 'desired' property is worth in today's market.

4 Find an agent you can trust and work with them. Loyalty often leads to you buying the right property for the right price.

5 Don't be too fussy and reject a good home hoping you'll find the perfect home. You may miss a good opportunity to buy a nice home. Be prepared to compromise.

6 If you take your time and do your research you will be more confident and you'll know when you see the right home at the right price.

7 To show that you are serious, always put your offer in writing with your terms and conditions. It is advisable that you include a building and pest inspection clause in your contract to purchase.

8 Don't forget to factor in buying expenses such as stamp duty, legal fees and removalists costs. It is also wise to allow a few extra dollars for maintenance or small unexpected repairs when you first move in.

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Finally, make sure that anything which may be agreed to verbally is put in writing. If something is unclear ask for an explanation and if you're still uncertain get professional advice before you sign.

■ **Hudson Bond Real Estate,**
751 Doncaster Road,
Doncaster 3108. Ph 9840 7700



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