

# FOUR QUESTIONS THAT BUYERS SHOULD ASK — REALTORS® —

There are a LOT of steps in between looking for a home and the closing date, and an array of questions accompany each step.

Here are four questions – among many others – that you should ask your REALTOR® during the buying process.

## 1 HOW MANY CLIENTS HAVE YOU HELPED TO PURCHASE A HOME?

Before you pick a REALTOR®, ask them how many clients they've worked with to find a home. Your REALTOR® is supposed to be an expert, so one with a lot of experience will be a big help. That's not to say a newly licensed agent can't be a good one, especially with support from his or her broker. But the more sales they've completed, and the more people they've helped buy a home, the more wisdom they have to share with you.



## 2 HOW OLD IS THE HVAC, WATER HEATER, AND ROOF OF THIS HOME?

It's easy to be dazzled by 12-foot ceilings, crown molding, and other aesthetic features, but you need to pay attention to the nuts and bolts of the house. We're talking the unsexy stuff like the HVAC system, water heater, roof, electrical system, and plumbing. These items could have more impact on a home's value than quartz countertops or hardwood floors, because it's expensive when they malfunction.



## 3 WHAT IF THE HOME INSPECTION REVEALS MAJOR ISSUES?

Most of the time the inspection goes as expected. But if you aren't expecting a major issue and the inspector discovers something awful like a rusting sewer main or walls full of termites, it can be panic attack time. Your REALTOR® can calm you down so you can plan your next move, whether it's "Let's kiss this money pit of a house goodbye," or "Let's negotiate with the seller and get those repairs done so you can close on time."



**ALL IN ALL, YOUR REALTOR®  
IS YOUR BEST RESOURCE IN  
EVERY ASPECT OF THE HOME  
BUYING PROCESS!**

Source: [HouseLogic.com](http://HouseLogic.com)

## 4 WHAT HAPPENS IF THE APPRAISAL COMES BACK LOW?

In competitive markets where there are more buyers than sellers, it's possible to end up in a bidding war over a house. This can drive the sales price higher than the appraised value of the home. Lenders balk when the price is higher than the value, and this can jam up the deal. An experienced agent will have been in the situation before and have good advice. You'll have a couple of options, including ordering a second appraisal, covering the difference in cash, or walking away from the deal.



REALTOR NAME

PHONE NUMBER | WEBSITE

