



## How to Prevent Overpaying for Your House

The homebuyer will have some level of control over the buying process if the buyer is aware of the amount to offer. **The big question is - how does the buyer know a fair offer?**

There are a few important things to consider in determining an accurate offer. The buyer needs to research the selling price of comparable properties in the same geographical location, investigate the condition of the home regarding required repairs, and find out the seller's situation. A fair offer is one that meets the reasonable needs of the seller and the future owner.

Let's look at this in more detail.

### **What Have Similar Properties Sold For In This Area?**

The buyer gains advantage by reviewing the selling price of comparable houses in the neighborhood.

The buyer should review the total square footage, lot size, number of bedrooms and bathrooms, type of construction, garage space, amenities such as; fireplaces, pool, deck, etc.

**Track homes are easier to find information about because you can use the price of an exact model to do your comparison.**

It can be difficult to find public information and compare some sales on certain properties. A licensed Realtor will be able to help you because he/she has access to the information through the Multiple Listing Service (MLS) or public records.