



HOW TO NEGOTIATE WHEN YOU'RE BUYING A HOME

Buyers and sellers alike have the chance to negotiate the sale of a home. Get all the insight on how to pull this off in a way that's a win-win for everyone!



Radka Hnilicova

Realtor
Century21 B.J. Roth Realty Ltd.
radka-hnilicova.c21.ca/
radka.hnilicova@century21.ca
Phone: 705-205-9585 , Office: 705-205-9585
License: 4740448, ON



Are you the kind of person who is always looking for the best deal? There are some opportunities for you to put your skills in play as you buy a home.

Negotiations are typically part of a home buying or home selling process. Read on to learn more about how to come to the table with winning arguments to score the best deal.

IN HERE, YOU'LL FIND:

- Tips to be 100% organized and qualified
- The questions to ask
- What's up for negotiation
- Negotiation tips

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TIPS TO BE 100% ORGANIZED AND APPROVED

First, if you're going to have a leg to stand on in negotiations, you need to have your ducks in a row.

IF YOU ARE A HOME BUYER, YOU SHOULD:

- ✓ Get preapproved for a mortgage
- ✓ Have all of your paperwork ready
- ✓ Know your responsibilities
- ✓ Have terms in mind



KEY IDEAS

- Get preapproved
- Get comps from your REALTOR®
- Leverage inspection and appraisal reports
- Always communicate through an agent
- Don't be afraid to walk away



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THE QUESTIONS TO ASK

Investigative work is the second step in a negotiation that lands you on top. Here are the right questions to ask:

BUYER

- Is the home in foreclosure or a short sale?
- Have they already bought another home?
- Has the home been on the market for a long time?
- Have other offers fallen through?
- What is your "walk-away" number?

3 POSSIBLE GOALS



1. Get extra or repairs



2. Be the seller's choice



3. Save money



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WHAT'S UP FOR NEGOTIATION?

As you enter this stage of a home sale or purchase, it's important to know that it's not just the price of the home that's up for negotiation. In fact, home negotiations can include a huge range of items that have personal or case-specific value.



Price



CONTINGENCIES



TERMS



OCCUPANCY



FURNITURE



REPAIRS



**EQUIPMENT
OR TOOLS**



CLOSING COSTS



FEES

Sometimes, negotiations will occur after an inspection. If essential repairs are identified, these can be included in a negotiation about home price or closing costs.



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NEGOTIATION TIPS

Negotiations will happen through your REALTOR®, who play a vital role. Home sellers and buyers have a lot of opportunities to drive the conversation that occurs between real estate professionals.

Here are some negotiation tips:

BASIC TIPS

- Know how to give a strategic offer
- Set the maximum price you'll pay
- Understand counteroffers for price, terms and more
- Remember that price is not everything
- Set intentions and goals for your negotiations
- Understand contingency clauses and offers

The goal for everyone is a win-win deal.

Most important tip: collaborate with a qualified agent who will guide you through this process



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READY TO CONNECT?

**I'M HERE TO HELP YOU NAVIGATE
NEGOTIATION THAT HAS OPTIMAL RESULTS
FOR YOUR HOME PURCHASE!**

**Here's my contact info! Reach out
and we'll get started right away!**



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