

evaluate properties and make offer

As you review properties, you will soon become expert at recognizing, which properties appeal to you, which do not and why. The answers to “why” will be helpful in refining your search to more specific neighborhoods you like and features of the homes you like.

When you find a home you want to make an offer on, the most important aspect to developing a competitive offer is determining the price you will offer. This price should be take into consideration market value, which is a value based on what others are willing to pay for a similar property under similar market conditions. Your agent should provide you with important information regarding the level of sales activity in the neighborhood and recent selling prices for similar homes. In addition to what is going on in the market, you are a factor in determining market value. The most important question to answer is: “What is this home worth to me?”