

# SEVEN TIPS FOR BUYING

## IN A LOW-INVENTORY MARKET



**WE'VE ALL SEEN THE NEWS:**  
CURRENT DEMAND FOR HOMES FAR  
EXCEEDS THE NUMBER OF LISTINGS ON  
THE MARKET. BUT, WHILE THIS HAS  
CERTAINLY MADE FINDING A HOME MORE  
CHALLENGING, THERE ARE SEVERAL  
THINGS YOU CAN DO TO INCREASE YOUR  
CHANCES OF ACHIEVING YOUR DREAMS  
OF HOMEOWNERSHIP.

### 1 GET YOUR FINANCES IN ORDER

Save for a solid down payment and get preapproved for a loan with a reputable lender before you begin your search.

### 2 BE WILLING TO COMPROMISE

Be realistic about what you can afford and be open to considering homes that meet your needs but don't have every feature that you're looking for.

### 3 BUDGET WISELY

When supply is limited, homes can often sell above the asking price. Focus your search on homes that are below the top of your price range so you'll have room to bid a little higher, if necessary.

### 4 PRESENT YOUR BEST OFFER

Show that you're serious by presenting your best offer up front. And remember that offering a higher price isn't your only option; you can also consider making a larger deposit.

### 5 SHARE YOUR STORY

Many homeowners want to sell their home to someone who will love it as much as they do, so consider writing a letter outlining the features that attracted you to the house or neighborhood.

### 6 BE PATIENT—BUT PREPARE TO ACT QUICKLY

Check new listings regularly and be ready to make an offer quickly when you find something you like. If you're outbid, don't give up. You may have to make offers on several homes before you find the right deal that works for you and the seller.

### 7 BE FLEXIBLE

Give sellers added flexibility by accommodating their need for a longer or shorter closing cycle or allowing them to rent the home from you for a short time while they complete the purchase of their next home.



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