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## Tips for Buyers In a Highly Competitive Market

If you are looking for a new home these days, chances are you may be shopping for a home or property in an area where the market is highly competitive. The good news is, there is plenty you can do to increase your chances of getting the home you love – and can afford.

### 1 Know exactly what you want.

Get crystal clear on the type of home you're looking for including size, location, old, new, # of bedrooms, garage, parking, etc. This will help narrow your focus on listings that are a good fit.

### 2 Get your finances in order

In a competitive market, getting your financing in order including a written mortgage pre-approved is essential. Additionally, having the funds for deposit readily available now will give you an advantage at offer time. So, don't leave this to the last minute and have your finances in good order before you start shopping for homes.

### 3 Be prepared to act fast

When the market is busy, good listings don't last long. You don't want to miss out! When you see a listing you like, review everything available online first, then schedule a viewing right away if you feel it could be the one.

### 4 Know your "no-regrets" price

Great homes in a seller's market will often get multiple offers and sell over asking price. Ask yourself this, - "what is the highest amount you are willing to pay for this property with no regrets?" Losing out on a home for an amount you would have been comfortable with is disappointing. Be sure to run any numbers by your bank/lender.

### 5 Add personal letter or video

Homeowners are emotionally attached to their homes. They take great pride in every room, every upgrade and feature and want their home to go to someone who will love it just as much as they do. Consider attaching a personal note or video to let the home owners know what you love and appreciate about their home. This might just help you win the bid.

*Heidi Brown*



For more information or to book your complimentary consultation please call, text or email today! Call or text me at 416-898-4565 or email: [heidibrownhomes.ca](mailto:heidibrownhomes.ca)

