

Mistakes to Avoid

Before Buying a House

It's easy to get caught up in the emotions of buying a house, but that can sometimes lead to overlooking some important details. Here are a few oversights that can cause disappointment:

- Not shopping around and getting pre-approval for a mortgage; your offer could be rejected, or worse, you could lose your deposit and face legal consequences.
- Not hiring a REALTOR® to help you navigate the homebuying and selling process and negotiate on your behalf.
- Buying based on the staging, instead of ensuring key structural elements are in good condition, such as the roof and foundation.
- Skipping a home inspection can leave you at risk for costly repairs or hidden safety hazards you were unaware of.
- Neglecting to research the neighbourhood could mean ending up in an area that doesn't match your lifestyle or family's needs.



- Not budgeting for all closing and household costs, leaving you cash-strapped.

Ultimately, you will make a better buying decision when it's based on facts, rather than driven by emotion.



The Importance of a Final Walk-Through

After you purchase a home, it's important to do a final walk-through **a few days before closing or on the closing date, after the sellers have moved out**. This helps to ensure everything is in the agreed-upon condition and gives you a chance to **address any potential issues before it's too late**.

The purpose is to **confirm that the seller is fulfilling their purchase agreement obligations**. This includes items such as **rectifying deficiencies** and **ensuring that fixtures were left in place**, like window treatments and appliances.

During the walk-through, you should also **check that everything is in working order**, including appliances and home systems like HVAC, plumbing (flush toilets and check the water pressure), and electrical (check lights, exhaust fans, and outlets).

Also, check that everything has been **cleaned to a minimum standard** and that there are no unwanted items or junk left behind (check closets, drawers, and cabinets). **Keep an eye out for any signs of pests or water damage** (e.g., ceiling stains), **or damage the seller may have caused while moving out**, such as scuffs to the floors or entryways.

Bring the purchase agreement and inspection report with you for reference during your walk-through. If you notice any issues, **take a photo for documentation** and have your realtor talk to the seller's realtor to rectify the issue(s).

In-Demand Home Features

When selling your home, highlighting unique or sought-after features in your marketing will bring as many potential buyers to the table as possible. So, what are some features worth highlighting? Here are some that today's buyers often look for:

- Energy-efficient features, such as ENERGY STAR® windows and appliances, and smart lighting and thermostats.
- Updated rooms like kitchens or bathrooms, or new home systems, such as HVAC or roofing.
- Ample kitchen counter space and cabinets.
- Focal points like a fireplace, large bay window, or French doors.
- A laundry area, with a place to fold and iron.
- Built-in storage, such as closets, lessening the need for dressers.
- Hardwood floors for their natural look and typically easy maintenance.
- Outdoor seating areas.
- Large garages for multiple vehicles and extra storage space.
- Exterior lighting, for aesthetics and safety.

Investing in some of these features can boost your condo's appeal when it's time to sell.

