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5 Ways to Thrive in a SELLER'S MARKET

Are you hunting for a home in a market where inventory is low and there's often a bidding war for properties in your price range? Follow these tips to maximize the chance that you'll close.



2 **Bring paperwork, not promises.** Want to be taken seriously by the seller? When you visit homes, bring a mortgage preapproval letter and a "proof of funds" form from your bank showing you have enough to cover the down payment.

1 **Treat your hunt seriously.** House hunting must be your priority, not your weekend hobby. Check new listings regularly, be prepared to drop everything to view a home when it hits the market, and be ready to make a quick decision.

3 **Consider waiving what-ifs.** Homebuyers often include contingencies when making an offer so they won't lose their deposit if, for example, the home doesn't pass inspection. Waiving contingencies could help you close a deal, but this definitely is not a move for the faint-hearted. To gauge your risks, consult your Realtor® and check www.realtor.com/advice/buy/what-really-happens-when-you-waive-contingencies.

4 **Don't play hardball.** This isn't the time to try to lowball on price. Bid aggressively—while still staying within a monthly budget you can afford.

5 **Widen your search.** You'll increase your chances of finding a property if you're willing to consider homes outside your ideal neighborhood and houses that may need some remodeling or renovations.

