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## 10 MISTAKES BUYERS MAKE

- **Making too low an offer**

You would be surprised how many dream homes are lost because of the buyer's inability to move a little on price, terms or concessions. Remember, \$5000 in today's loan market increases the monthly investment \$32.43 per month—less than the cost of an average dinner out and hardly a price worthy of giving up a lifetime of satisfaction. Follow your professional advice if you really want the property!

- **Not using your Real Estate Professional Team**

Lenders, Title Companies, Inspectors and Facilitators are all important members of the purchasing process. They must be the best and they must work together. Remember, The Meyers Team will be the best coach in assembling the whole team!

- **Not getting a Professional Inspection**

The Meyers Team can point out obvious defects; the appraiser can also point out some defects. But to make sure, we recommend a professional inspector (structural, mechanical, plumbing, electrical, well and septic, etc.) who puts on overalls and crawls below, in and above your future investment to write up a complete report.

- **Not differentiating needs, wants and dreams**

Write down your minimum needs, then the “what would be nice” items and then “in my dreams” items. The Meyers Team always fulfills your needs without exceeding your financial capabilities AND usually surprises you with many of your wants and dreams.

- **Not getting financing to match your ownership**

Ask The Meyers Team to recommend several lenders in the area and find one you are comfortable with. Discuss the financing terms to be consistent with your ownership. For instance, if you are not going to stay in the property long, then get a variable rate so you have the lowest interest rate during your time of ownership. Long term ownership? Go for a fixed loan so you can lock in a market rate for 30 years.

- **Don't let decorating make your decision**

Paint, carpet and spit and shine are great, but be careful not to overlook your dream home because of dirt, horrible decorating or needed (minor) repairs. Look past the grime to the beauty that may be hiding underneath.

- **Don't look for Fixer-Uppers at all costs**

Not all fixer-uppers are good deals. Many rough homes are not priced low enough to compensate you for the pain, trouble and expense of owning the "money pit"!

- **Seeing too many homes**

After you discuss your needs with the Meyers Team, we should be able to narrow the field to about 5 to 7 properties. If your needs were well communicated and if your means match your needs, you should be able to make an offer on the first selections.

- **Having a great Realtor®**

Probably goes without saying! The Meyers Team will find properties to meet your needs providing you with the best home at the lowest price, with the best terms and in the fastest amount of time.

- **MOVE FAST**

The best properties on the market move fast, so once you are involved in the buying process, make decisions quickly!