

# HOW DO BUYERS WIN IN TODAY'S MARKET?



## 1. Shop Fast:

Median days on market before a home sells is 6 days. You have to see it and make an offer within the first week.



## 2. Guarantee the Sale:

The most important factor for a seller is that the buyer doesn't back out of the contract or get cold feet.



## 3. Offer Price:

Sellers want the most take home money in their pocket after closing .



## 4. Quick Settlement:

The sooner you can close on the property the sooner the seller stops paying for a mortgage they aren't using. They also get to move on with their life.

## 5. Perfect is the Enemy of Great:

It's nearly impossible to find the perfect house in this market and win. Great news: You can change aspects of homes you don't like into your perfect house after purchase.

## 6. Communicate:

Your agent can't help you find what they aren't aware you're looking for.