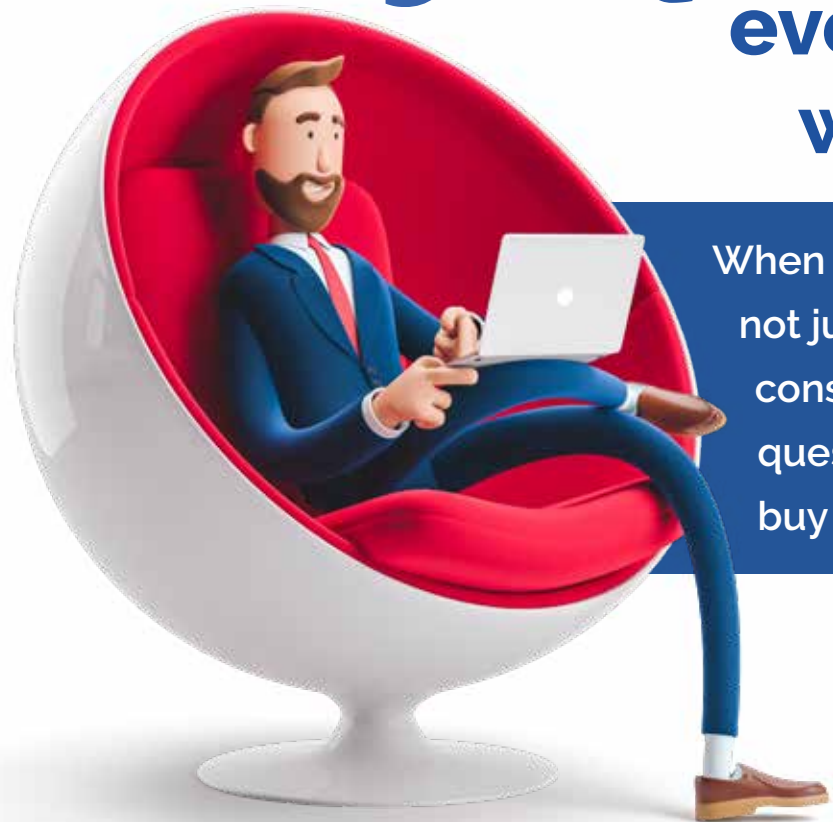


Key questions

everyone forgets to ask
when viewing a home



When it comes to finding your dream home, it's not just about the basics. Beyond the usual considerations, the answers to certain key questions can significantly impact your decision to buy or not. These questions include the following:

1. Why is the owner selling?

Understanding the owner's reasons for selling could potentially give you an advantage in price negotiations. If the owners are desperate for a quick sale, they are more likely to drop their price.

Explore the reasons for an extended listing period to uncover any underlying issues with the property.

2. How long has the property been on the market?

3. Has the property's value changed recently?

Researching changes in the property value over the years will help you make an informed decision.

4. Has the property repeatedly changed hands?

Investigate reasons for frequent changes of homeownership so that you are made aware of any potential problems with the property.

5. Have the sellers found a new home?

The longer your house stays on the market, the more likely buyers will question its value. Research indicates that the first few weeks are critical in attracting serious buyers.

6. Have the sellers had any other offers?

It is important to know whether there are any other offers on the table to inform your negotiation strategy, although the agent facilitating the sale will not be allowed to tell you the details of those offers.

7. What is the local area like?

Research the area's schools, crime rates, transport links and amenities independently, and try to visit at different times of the day and week.

8. What local plans could affect the property?

It is essential to know if you should anticipate any future developments in the area that may impact your investment.

9. Do you have noisy neighbours?

The type of neighbours that surround you can have the biggest impact on your quality of life. This is very necessary to know before investing in your new home.

Navigating the real estate market requires a strategic approach. By asking these often-overlooked questions, you empower yourself with the knowledge needed to make an informed and confident decision when choosing your next home.

All the best on your home-buying journey!