



## **“The Dirty Dozen”**

### The Top 12 Mistakes Buyers Make When Buying a Home

01. Refusing to confide in their Realtor as a trusted advisor
02. Not being pre-approved for a loan before they start looking
03. Buying a house that is too small or too large
04. Changing their financial situation right before closing
05. Passing on a great house because they found it the first day out
06. Being unclear about what they want in their new home
07. Being unrealistic about inspection items
08. Not completing paperwork in a timely manner
09. Seeking to see “every” property in their price range
10. Letting their emotions get in the way of making good decisions - like “Buyer’s Remorse”
11. Making a “low-ball” offer on a house they really like
12. Buying through a listing agent and not having representation