

# Now *that's* a smart move



Tips From Texas REALTORS® to help you avoid expensive mistakes in your next real estate transaction

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 TEXAS ASSOCIATION OF REALTORS®

Real estate transactions are complicated. If you're not sure what you're doing, you can lose money or wind up in court. Even when things are going well, making decisions with so much on the line can be stressful.

That's why having a Texas REALTOR® at your side is a smart move.

Your REALTOR® will:

- Help you sift through the mounds of data and info
- Explain each step of buying or selling
- Discuss your best options
- Help you accurately assess property values
- Negotiate in your best interests
- Keep your transaction running smoothly
- And more!

This valuable guide gives you tips gathered from a survey of Texas REALTORS® from all over the state.

**Remember ... every real estate transaction is unique. Talk to a Texas REALTOR® to get the best advice when you want to buy, sell, invest in, or lease property.**

**Now *that's* a smart move.**



Buying a home?

Purchasing your first home? Upsizing?  
Downsizing? Relocating?

A Texas REALTOR®  
will help you make  
smart buying  
decisions.

Avoid these mistakes

44%

of Texas REALTORS® say  
**not working on your  
financing early enough  
in the process** is the  
biggest mistake home-  
buyers make.

26%

say **being  
unrealistic about  
what you can  
afford**

Other top mistakes REALTORS® mentioned?

Letting emotions get in the way of good decisions

Not defining desired criteria prior to your property search



COMMENTS FROM TEXAS REALTORS®

“ Don't mistake the real world of buying a house with what you see on HGTV. ”

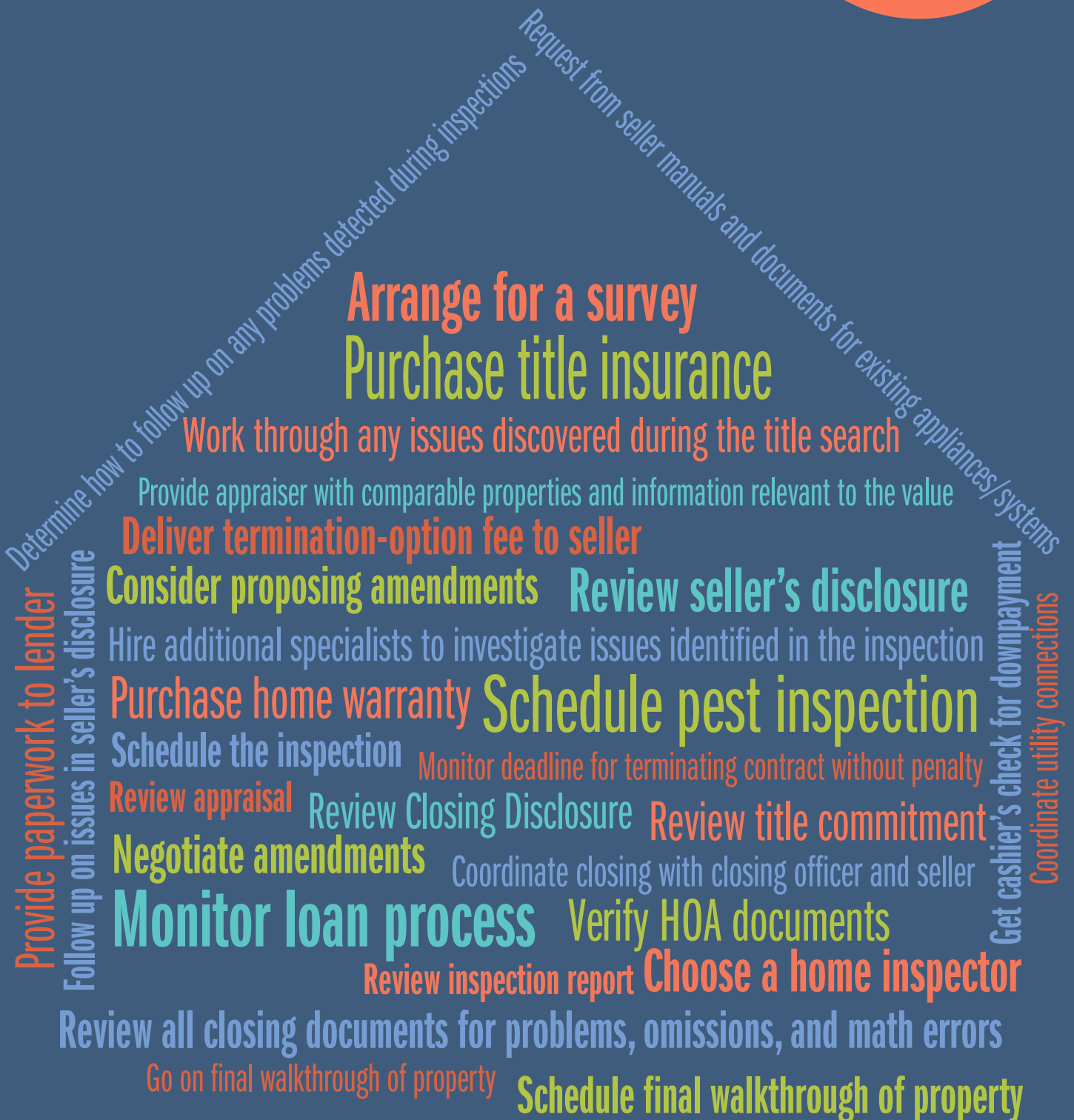
“ In a seller's market, be ready to make an offer quickly ... there is no tomorrow. ”

“ Don't ask for unnecessary repairs in a seller's market. You may lose the property. ”

# Buying a home?

**Watch out for surprises** Nearly half of Texas REALTORS® say that the biggest surprise to first-time homebuyers is how many steps there are between getting an accepted offer and closing the deal. Here are just a few of those steps you may take in a transaction:

**Your REALTOR® helps you navigate these and other steps based on the specifics of your transaction.**



Texas REALTORS® say buyers need the most help in these areas:

Don't get overwhelmed!  
Work with a Texas REALTOR®.

Finding a property that meets your needs and budget

30%



Determining if a price is fair/what offer to make

30%



Negotiations

22%



Dealing with paperwork

15%



COMMENTS FROM TEXAS REALTORS®

“

The most difficult task depends on market conditions. If supply is low, finding a house is difficult ... but if supply is high, negotiating is the most difficult.

”

“

Buyers need help with all of it ... finding a property, determining a fair offer, assessing the quality of the home, negotiating, dealing with the forms, and keeping it all together between getting a contract and closing the transaction.

”

“

The most difficult part depends on the buyer and their experience.

”

# Expensive mistakes Texas REALTORS® have seen buyers make.

**Your REALTOR® will help you avoid costly errors.**

**“ Not getting a home inspection because the buyer wanted to save a few hundred dollars. Big mistake. ”**

**“ Assuming that the highest loan they are approved for means they can afford it. ”**

**“ Not realizing co-signing a loan for your son can tank your credit score. ”**

**“ Purchasing a cheap home and not understanding the costs to make it livable. ”**

**“ Making too low of an offer when really wanting a home, then losing it to others who made a fair offer. ”**

**“ Not getting a home warranty. The AC failed three months after they bought the house. ”**

**“ Not knowing about assistance programs for buyers. ”**

**“ Not shopping for a mortgage. Rates and closing costs can vary widely. ”**

**“ Offering much more than the market value of the home because of multiple offers, then not being able to sell in a few years because they owed more than the home was worth. ”**

**“ Deciding they didn't want the home after the termination period. The buyers lost their earnest money. ”**

**“ Overlooking structural problems because the cosmetics of a remodel were so pretty. ”**

## Buying a home?

If you can't afford the exact home you want, **56% of Texas REALTORS® say buying a smaller home is the compromise you will least regret.** That came in way ahead of buying a lower-quality home, buying a different type of home (like a condo instead of a detached home), or buying in a less desirable or less convenient neighborhood.

**A Texas REALTOR® will discuss all your options, so you make the best decisions.**



“Don't get too emotionally attached to a home. You need to be realistic about how much work and expense will come after you buy it.”

“Make sure you're transparent with your Texas REALTOR®. We can't do the best job for you if we don't know what your real situation is.”

# How do you find the right Texas REALTOR® for you?



Ask friends and family for a recommendation.

Or look for REALTORS® on the [texasrealestate.com](https://www.texasrealestate.com) Find a Texas REALTOR® search.

You can learn about each agent's specialties, professional designations, background, and more.

Make sure the agent you work with is a Texas REALTOR®. Not all licensed real estate agents and brokers are REALTORS®. Only REALTORS® pledge to abide by the REALTOR® Code of Ethics.





Whatever your real estate needs, ask a Texas REALTOR®

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