



# Tips for Buyers in a Seller's Market



becoming a buyer in a seller's market can often feel intimidating. When inventory is low, and demand is high, sellers are the ones with all the leverage. Which is why finding your competitive edge is critical to the home buying process. To make sure you stand out from the crowd, consider using our tips for buying in a seller's market.

- 1. Begin your search today!** In a seller's market, time is of the essence. Do your research and prepare beforehand with important information, such as reports, open houses and offer due dates, to avoid wasting precious time.
- 2. Obtain pre-approval.** Getting preapproved from a lender before making an offer tells you how much buying power you truly have and helps pre-determine your bottom-line.
- 3. Reduce or eliminate certain contingencies,** such as inspections or move-in dates. This reduces common time-consuming obstacles to the home buying process.
- 4. Present a strong (or best) offer price.** If it is in your budget to do so, consider offering more than the asking price. This will set you apart from other buyers and provide you a competitive edge.
- 5. Write an offer letter.** A personal note expressing an emotional connection to the home shows that you are not just any other buyer – you genuinely care and would take great pride in owning their home.



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