

5 Tips to Securing Your Dream Home Before It Hits the Market.



1. Leverage Pre-Market Listings

Pre-market listings offer a unique opportunity to view and purchase properties before they're officially listed. These "pocket listings" are often shared within internal databases and company social media platforms. By connecting with real estate agents who have access to these listings, you can get a head start on your dream home search.

2. Talk to a Buyer's Agent

Cultivate a strong relationship with local buyer's agent. They often have insider knowledge about upcoming listings and can alert you to potential dream homes before they hit the market. Be clear about your preferences and budget to help them match you with suitable properties.

3. Master the Art of Negotiation

When dealing with pre-market properties, strong negotiation skills are crucial. Never reveal your maximum budget to the seller or their agent. Instead, focus on the property's market value and be prepared to point out factors that might impact its worth, such as building inspection or pest reports.

4. Be Prepared to Act Quickly

Pre-market opportunities often require swift action. Ensure you have your finances in order, including pre-approval for a mortgage if necessary. This preparation allows you to make confident offers without delay when you find your dream home.

5. Understand the Seller's Motivation

Sellers opting for pre-market sales often have specific motivations. These can include testing market interest, avoiding full marketing campaigns, or seeking a quick, private sale. Understanding these motivations can give you an edge in negotiations and help you craft an offer that appeals to the seller's needs.

By applying these tips, you'll be well-positioned to secure your dream home before it becomes available to the general market, potentially saving time and avoiding competitive bidding situations.

If you would like to discuss your circumstances in more detail. Please feel welcome to contact us at - ***hello@infive.agency***

Best regards,

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