

## **Tips for Homebuyers**

By Erle Rawlins III

1. Be aware of your rights as a consumer.
2. Avoid disclosing confidential information.
3. Be aware of attempts to obtain information about you which may harm your negotiating advantage.
4. Protect your equity (financial) position with real estate and mortgage service providers.
5. Understand real estate industry, mortgage and appraisal practices.
6. Attend property inspections, be aware of environmental concerns and ask questions.
7. Hire an attorney in advance of the home buying and loan borrowing process.
8. Seek competent service providers who will remain on your side only throughout the purchase transaction.
9. Negotiate from a position of knowledge and objectivity, but be aware of marketplace realities.
10. Remember, some day you will become a seller.