Real Estate Frequently Asked Questions

Buying or selling real estate can feel like a very overwhelming process. There are many moving parts, and up to 10 parties involved in some transactions! Below are some commonly asked questions I get as a real estate professional.

Buying a Home

How much do I need for a down payment?
Down payments vary by loan type. Some programs require as little as **3–5% down**, and certain government-backed loans may allow even less. I can connect you with trusted lenders who can walk you through your options.

How long does it take to buy a home?
Most home purchases take **30–45 days** from contract to closing, though the search for the right home can take anywhere from a few days to several months depending on your goals.

Do I need to get pre-approved before looking at homes?
Yes. A **pre-approval** shows sellers you're serious and helps you understand your true price range before touring homes.

What costs should I expect besides the purchase price?
Buyers typically pay for **earnest money, inspections, appraisal, loan fees, and closing costs**, which are usually around **2–4% of the purchase price**.

Should I hire a buyer's agent?
Yes. A buyer's agent helps you find homes, negotiate offers, navigate inspections, and manage the contract process—often at no direct cost to you.

Selling a Home

How do I determine the right price for my home?
Pricing is based on **recent comparable sales, market trends, condition, and location**. I prepare a detailed market analysis to help determine the best pricing strategy.

How long does it take to sell a home?
This depends on market conditions and pricing. In many markets, properly priced homes can go under contract in **a few days to several weeks**.

What should I do before listing my home?
Focus on:

- Decluttering
- Minor repairs
- Deep cleaning
- Improving curb appeal

These small steps can significantly increase buyer interest.

Do I need professional photos?
Absolutely. Most buyers begin their search online, and **high-quality photos and marketing** are essential to attracting showings.

What are typical seller costs?
Sellers usually pay **real estate commissions, title fees, and closing costs**, which often total **5–7% of the sale price**, depending on the transaction.

General Real Estate Questions

When is the best time to buy or sell a home?
The best time depends on your personal goals. While spring and summer often see more activity, great opportunities exist **year-round**.

What is earnest money?
Earnest money is a **good-faith deposit** that shows the seller you're serious about purchasing the home. It is typically applied toward your closing costs or down payment.

What happens during a home inspection?
A licensed inspector evaluates the home's **structure, systems, roof, plumbing, electrical, and more** to identify potential issues before closing.

Can I buy and sell at the same time?
Yes. Many homeowners coordinate both transactions together, sometimes using **contingent offers or temporary housing strategies**.

Additional Questions? Let's chat!

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