

WHAT'S REALLY HAPPENING IN THE HOUSING MARKET?

2021 MYTH BUSTER'S EDITION.

Don't be fooled by these 5 major misconceptions:

MYTH #1

You're better off getting prequalified for a mortgage after you find the perfect house.

REALITY.



It's important to prequalify before you start house-hunting so you know exactly how much house you can afford and can act fast when you see a home you love. This can also help your offer stand out.

MYTH #2

When buying a house, always begin with your lowest offer.

REALITY.



Lowballing isn't ideal in today's competitive market since you might not be given a second chance.

MYTH #3

When selling a house, start by pricing it higher.

REALITY.



A home that's competitively priced – versus being overpriced – when it's first listed is more likely to sell sooner and draw multiple offers.

MYTH #4

You'll make more money if you renovate your home before you sell.

REALITY.



While some home improvements may be needed, not all are necessary. Ask your real estate agent for guidance on what's essential to fix before selling – and what may be a waste of money.

MYTH #5

You can skip the inspection if a home's in good shape.

REALITY.



It's never a good idea to forgo the home inspection as it may reveal hidden issues that could cost you in the future.

TO ENTER THE MARKET STRONG, PREQUALIFY

If you're buying or selling, prequalifying is the most important first step you can take. Download our free app at [LoanFly.com](https://www.loanfly.com) to prequalify remotely: Find out your house-hunting budget and strengthen any offer you make.