

# The Tricks & Treats of Buying Real Estate

## TRICKS

If a 20% down payment is spooking you, don't be fooled! You do not need 20% down on a home. Talk to a REALTOR® or lender. They can help you choose the most appropriate loan for your down payment needs.

Keep a poker face. If you're too open about your adoration of a perfect home, the seller may try to command a higher price.

Be realistic about home improvements. If a home needs major renovation, make sure you understand just how much time and money you're willing to invest.

Get pre-approved before looking at any homes. When you find one you like, you won't have to scramble to make it happen.

Anyone selling during the holidays likely has to make a quicker-than-normal sale. If you're thinking about investing in property, this can be an excellent time to negotiate a good deal.

The better your credit score when you apply for a mortgage, the better your rate will be. Take care to pay your bills on time so you can lock in a better deal.

Find a great REALTOR® and trust their judgment. Things are so much better when you have a pro in the driver's seat.

## TREATS

Never fear losing your home to rent-hikes. A 30-year fixed mortgage means even as Denver's national popularity grows, you can expect the same monthly payment.

Customize, renovate, landscape... You can DIY to your heart's desire when you own your home. Live out your HGTV fantasies – it'll probably increase your home's value, anyway.

You can write-off more come April. Many of the expenses associated with homeownership are tax-deductible.

Unlike rent, which in Denver has risen 74% in the last decade, a mortgage payment stays in your hands as equity.

You have more privacy. When you own your home, you have a lot more say over who can enter and when. You also have more say in what structures you can put up to block a view.

Homeowners have a louder voice in their community and more influence over local affairs.

Retirement has a sunnier forecast for homeowners. Nothing is more relieving than to know if all else fails, at least you have a slice of earth to call home.



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