

Questions To Ask Before Making An Offer On A House

Buying a house is a big move for anyone. You are spending a lot of money and making a purchase for your future. That being said, you want to make sure that you have all of your ducks in a row when you make an offer.

We are going to take a look at some of the questions you should ask before making an offer on a house. These will help to make sure you get the house that you truly want at a fair price.

What Is The Market Value Of The Home?

Market value is an important number to know when you are making an offer on a house. It is the current value of the house when the fluctuation of the market is taken into account.

Knowing this number will give you an idea of what to offer.

The best way to know what the market value for a house is, is to get a comparative market value analysis. This method takes the house and compares it to how much other houses in the area have sold for.

You can also get an idea by looking at other houses in the area, viewing the tax assessor's report, and finding out how much the owner paid for the house.

When Was The Home Put On The Market?

The amount of time that a home stays on the market can be a good indicator of what you want to offer for a house. It can also be an indicator that you don't want to make an offer at all. If a house hasn't been on the market for long, you are going to want to offer more. The seller might want to wait for a better offer if you low ball them.

On the other hand, a house that has been on the market for a while might require a lower offer. The owner might be ready to sell and interested in something that is lower than their original asking price.

Keep in mind, that if a house has been on the market for a long time, it can be an indicator that something is wrong with the house. Take a thorough look at a house that has sat on the market without offers. You might discover a reason to not make an offer or to make a lower offer.

Are There Any Known Issues With The Home?

A perfect condition home is often worth a lot more than a home with problems. That being said, almost all homes have at least a couple of small problems. Ask the owner if there are any known issues with the home.

Not all homeowners will want to be honest about issues with their homes but you'll find that a lot are. Those who are upfront about the issues are often able to get a better price because they were upfront.

Don't take a seller's word that there is no issues with a home. Make sure to do your own inspection.

What Is Your Timeline For Selling?

You want to know how long a seller is looking to take for the sales process. Some sales are completed quite quickly, while others take longer. The last thing you want is to make an offer on a home only to go through a long waiting period.

Are There Any Other Offers? Have There Been Any?

Knowing if there have been any other offers will help you to gauge where to put your price. If there are other offers, you will likely want to compete with the others. Learning whether there have been declined offers will let you know how likely the seller is to negotiate and you can offer accordingly.

Have A House To Sell?

If you have a house that you want to sell, consider using Congressional Home Buyers:

<https://www.congressionalhomebuyers.com/>. [Congressional Home Buyers](https://www.congressionalhomebuyers.com/) is a company that specializes in buying homes from sellers without all of the hassle of a traditional sales process. You can get a fair price in half the time (or less) that it takes when you sell through a real estate agent.

Make sure that you write down these questions and ask them to any seller before you make an offer. Each question can help you avoid making a big mistake when you submit your offer. Don't be afraid to ask your own questions or even follow-up questions on top. No seller should shy away from legitimate questions.