

11 ways to help first-time buyers in this market

1



Educate buyers thoroughly

First-time buyers are new to the process and need a REALTORS® guidance and expertise

2



Recommend comfortable payments

Buyers can find a mortgage level they are comfortable with by setting aside that amount for six months before buying

3



Offer local lender information

Refer three lender names so buyers can compare programs, rates and incentives

4



Emphasize pre-approval

Buyers who have been pre-approved will be ready to act when an opportunity arises

5



Explain that waiting might be better

Buyers who have improved their credit score and saved a down payment will make the buying process smoother

6



Avoid big repairs in the beginning

First-time buyers may want to opt for a house that is move-in ready

7



Search for less expensive

Buyers searching for homes on the lower end of their price range will have flexibility in multiple offer situations

8



Find more inventory

REALTORS® can use their community networks to find properties coming on the market

9



Suggest down payment assistance programs

There are a variety of local, state and national programs to help with down payment and closing costs

10



Reduce fears with an inspection

A home inspection can give buyers peace of mind before they purchase

11



Keep closing simple

REALTORS® can make the process run smoothly with a schedule for appraisals, insurance, contractors and more



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