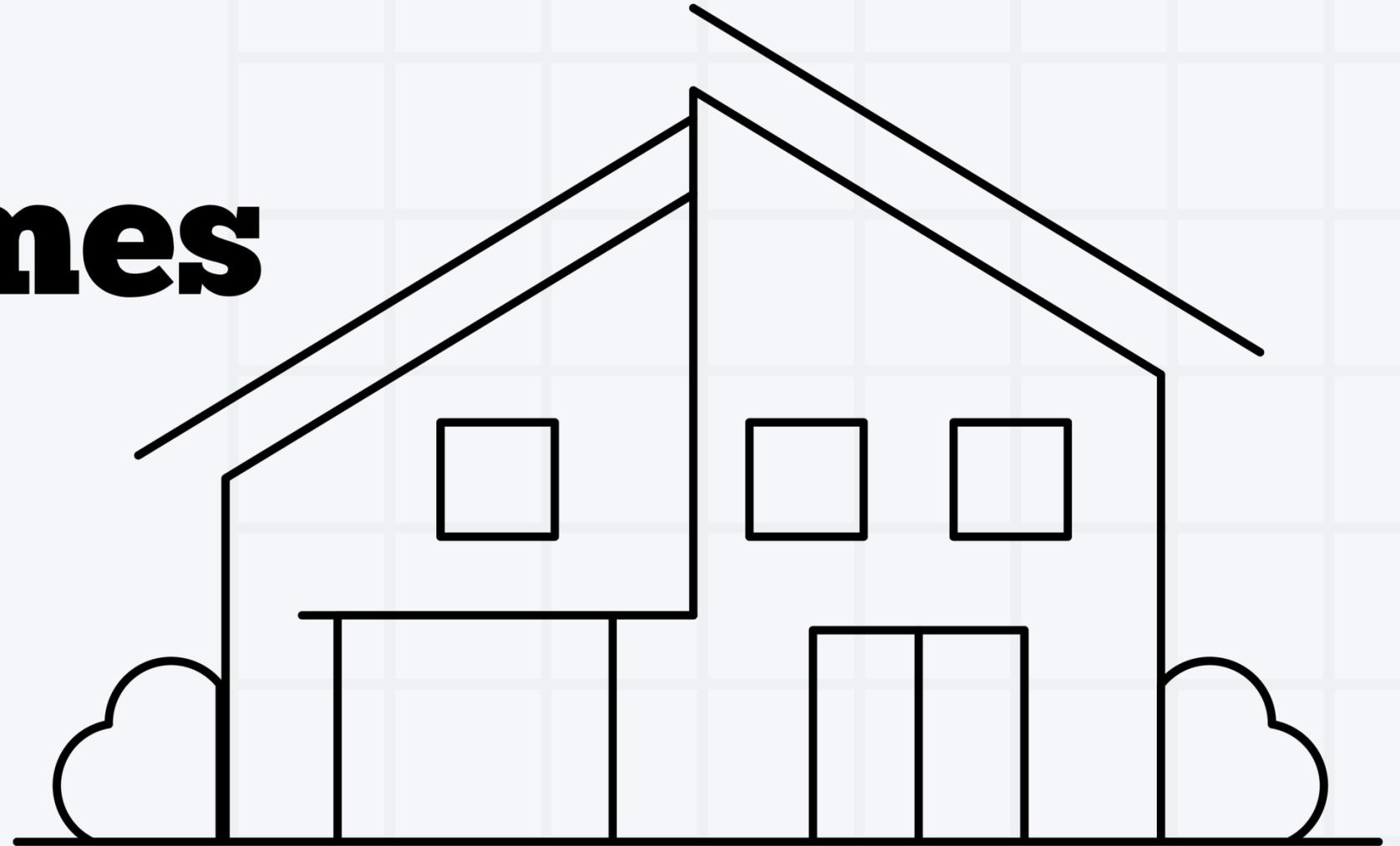


Touring Homes

Like a pro

Presented by Home Empire Real Estate



How do I Tour like a Pro?

- Build confidence in your home buying journey
- Learn how to evaluate homes effectively
- Get inspired and get prepared



Key Factors of a Tour



01

See beyond the photos. A home can look amazing based off the photos but in person can be subpar to your expectations. Photos can also hide major structural flaws as well as others.

03

Spot Red Flags. Pictures don't show what a neighborhood is like. Understand what parts of town may require additional insurances and or if there have been a large amount of particular claims within an area.

02

Understanding the layout. Experience the flow of the home and how furniture will fit. It can be hard to imagine how big or small sq ft is when looking online.

04

Picture yourself living there. Looking at pictures online can give you somewhat of an idea of what it may be like to live in a home but feeling it in person can confirm your hopes and dreams for that home.



Pre-Tour Prep



- **Define your must haves.** You may not be able to get 100% of everything you want, so what can you do without out?
- **Understand your budget.** Different neighborhoods can have different taxes associated increasing the cost, or they may require additional insurances
- **Research the neighborhood.** Deep dive into what the area that home is in is like. Is there a substantial amount of criminal activity? Is there an HOA? What are the traffic patterns?



Tools for Tours

- **Home checklist**, use resources from the home buyer webinars.
- **Measuring Tape** you might think it will fit but you will want to know for sure
- **Flashlight** in poor lighting many things can be overlooked and missed



Water Pressure Test Tip

Check all faucets, showerheads, and toilets to ensure they all work properly



What to Look for



Obvious Roof
Issues



Home flow and
layout



Storage space



Potential threats
during bad weather





Dos and Donts during a tour

Do

Ask Qs

No question is a irrelevant question, aim to leave the tour with all your Qs answered

Dont

Talk ill of the home

Wait to discuss your thoughts about the home outside with your agent. You don't know if sellers have a way to hear your conversations inside

Do

Take Pictures

Take pictures of the spaces you see for reference later. Take pictures of things you like and dislike.

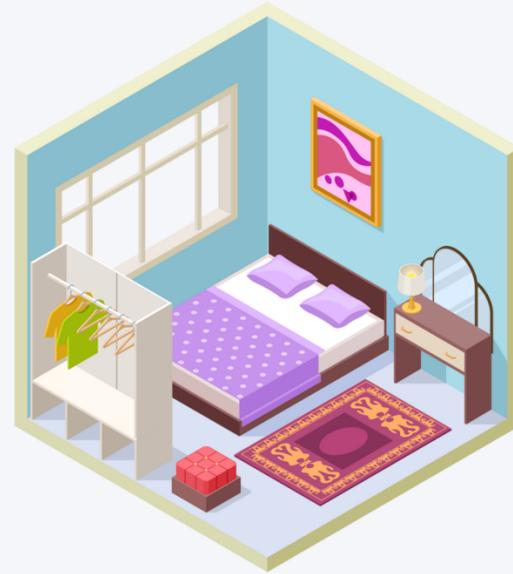
Dont

Bring your friends

Though exciting to share your steps as you buy your new home, during tours we are going inside someone's residence and we must respect their space



Common Mistakes



Internal

- Falling for décor over structure
- Forgetting to check functionalities



External

- Ignoring the neighborhood vibe
- Forgetting to check possible conflicts with trees, bushes, etc.



Post Tour

Eliminate homes from your interest lists as you go along tours to eventually narrow down where you want to put an offer on.



Reflect upon all that you have seen, compare notes with other home tours, score each tour with notes of pros and cons.





Thank You

