

7 Negotiating Mistakes Buyers Often Regret — And How to Avoid Them

The way you negotiate a home purchase can matter just as much as the home you choose. From your first offer to the final terms, each decision shapes not only the deal you get but how you'll feel about it once the keys are in your hand.

Avoid buyer's remorse by steering clear of these seven common mistakes:

1. SKIPPING THE HOME INSPECTION

Waiving the inspection might make your offer stand out in a competitive market, but it can also lead to expensive surprises. A professional inspection can uncover hidden issues that may affect your budget or safety.

2. NOT HAVING AN OFFER PLAN

In a hot market, you need a strategy for what happens if the seller counters—or if other offers come in. Without an escalation plan, you might lose out on a home you love.

3. GETTING TOO ATTACHED TO ONE HOME

It's easy to fall in love with "the one," but in a competitive market, your first offer might not be accepted. Keeping an open mind helps you move forward without disappointment.

4. FOCUSING ONLY ON PRICE

There's more to an offer than the dollar amount. Closing dates, contingencies, and seller concessions can be just as important—and can sometimes make the difference between winning and losing a home.

5. MAKING AN UNREALISTIC, LOW OFFER

Starting with an extremely low offer can put sellers on the defensive and make them less willing to negotiate. Work with your agent to craft a fair offer that reflects market value and your budget.

6. OVERLOOKING THE FULL COST OF HOMEOWNERSHIP

Property taxes, homeowners insurance, HOA fees, and maintenance costs can stretch your budget if you don't plan for them. Make sure you're negotiating with the big picture in mind.

7. GOING IT ALONE

The seller's agent represents the seller—not you. Negotiating without your own advocate can put you at a disadvantage when it comes to terms, price, and protections.



Negotiation is about more than haggling—it's about securing the right home, at the right terms, with your best interests protected. Working with an Accredited Buyer's Representative (ABR®) means you have a skilled advocate who knows the local market, understands the negotiation process, and can guide you toward decisions you'll feel good about for years to come.



Give me a call today and let's chat.