

Courtesy of Scott, Bennett & Stein Properties

http://www.bankrate.com/brm/news/mtg/20010322b.asp

- 1. Not doing your homework.
  Knowledge is power. Tremendous information is available on the Internet. There is no excuse for entering the market unprepared.
- 2. Trying to make a shrewd investment. People need to buy based on what fits their family. Don't try to guess what will happen to the market.

- Choosing a poor location. Even within a neighborhood, location matters. Is it on the busiest street? Is there a shopping center out the back window?
- 4. Overlooking an inferior floor plan for an attractive exterior. It may have gorgeous curb appeal, but you don't live on the lawn. No matter how attractive the exterior, you need a livable home.

5. Overlooking how the house will function for your family. How do you really live? Do you really need a formal dining room and living room? Would you be happier with an eat-in kitchen and a great room and a den to use as a home office? The house only needs to fit one family -- yours.

6. Not having the home properly inspected in a resale. This is not the time for surprises. Get an inspection from a qualified, respected professional.

7. Not checking out the builder's reputation on a new home. Talk to three or four people who live in the builder's homes and see what they have to say. If one builder did all the houses in a neighborhood, talk to the residents and get their input. (It's also a great way to see what your neighbors would be like.)

- 8. Not getting what you want because you're impatient. This is a big decision. You need time. Impatient decisions can lead to mistakes.
- 9. Waiting for a better market and interest rates. Warren Buffett says the rear view mirror is always clearer than the windshield.

10. Not buying at all. If you can afford a home and you don't make that purchase, you'll lose the benefit of tax deductions, building home equity and the appreciation in value.