

**5**  
WAYS

**Real Estate Agents  
Stretch the Truth**





*The expected*  
**SALE PRICE**

For a more accurate sale price, look at comparable properties that have sold recently instead of relying on an agent's price estimate, which may be lower.

**LEARN HOW TO VALUE PROPERTY ACCURATELY!**





*There's another*  
**BUYER**

Is there really? Find out the buzz in a property by waiting outside an open house inspection and seeing how many people go through.



*You can't have*

## **A COOLING OFF PERIOD**

Why? If the agent wants you to pay your deposit now and to waive your cooling period off then maybe there's something wrong with the property.





*You can't extend*

## **THE COOLING OFF PERIOD**

Most of the time the vendor is happy to extend the cooling off period if there's a delay with your loan application. You just need to keep them in the loop.



You'll have no trouble

## **GETTING APPROVED**

Don't commit to buying a property until you have your home loan approved. You could lose your deposit so don't risk it!

**FIND OUT HOW TO GET PRE-APPROVED!**





**HomeLoan**  
experts

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THIS PRESENTATION AND OTHERS HERE!**



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