

Top 5 Mistakes Homebuyers Make (*and How to Avoid Them*)

Brought to you by the Sarah Leonard Team –
Expert Real Estate Guidance Throughout Chicagoland

1. Not Getting Pre-Approved Before Starting the Search

The Mistake: Touring homes before speaking with a lender.

The Problem: You may fall in love with a home outside your budget—or miss out because sellers prioritize pre-approved buyers.

How to Avoid It: Get pre-approved early. We can connect you with trusted local lenders who will help you understand your true buying power.

2. Underestimating Additional Costs

The Mistake: Only budgeting for the purchase price.

The Problem: Unexpected costs like inspections, closing costs, property taxes, and maintenance can quickly add up.

How to Avoid It: We'll walk you through a complete estimate of all expected costs so you can shop with clarity and confidence.

3. Making Big Financial Changes During the Process

The Mistake: Changing jobs, financing furniture, or opening new credit cards before closing.

The Problem: These moves can affect your loan approval—even days before closing.

How to Avoid It: Wait until after you close to make major financial decisions. We'll guide you on what to do (and not do) during the transaction.

4. Skipping the Home Inspection

The Mistake: Waiving the inspection to “win the bid”

The Problem: You could end up with costly surprises that may have been avoided.

How to Avoid It: Always get a professional inspection, even in competitive markets. We'll help you navigate inspection negotiations to protect your investment.

5. Letting Emotions Take Over

The Mistake: Falling in love too fast—or walking away too quickly.

The Problem: Emotional decision-making can lead to regrets, missed opportunities, or overpaying.

How to Avoid It: We help you stay grounded by offering expert advice, market insight, and a big-picture perspective at every step.

Buying a Home Doesn't Have to Be Overwhelming

Whether you're a first-time buyer or upgrading your current home, The Sarah Leonard Team will guide you every step of the way—from pre-approval to keys in hand.

Visit sarahleonardsells.com to start your home search today!

