

10 REAL ESTATE MYTHS - BUSTED

With so much advice out there, it's easy to get caught up in common misconceptions about buying or selling a home. Let's clear up a few of the biggest myths so that you can move forward with confidence when you are ready:

Myth: You need 20% down to buy a home.

Reality: Many buyers qualify with far less.

Myth: You need perfect credit.

Reality: Strong loan options exist for a range of credit scores.

Myth: You should wait for prices to drop.

Reality: Timing the market is nearly impossible.

Myth: Price your home high to leave room to negotiate.

Reality: Overpricing can turn buyers away.

Myth: You need major renovations before selling.

Reality: Small updates and good presentation often go a long way.

Myth: Buying is always cheaper than renting.

Reality: It depends on your goals, timing, and local market.

Myth: Spring is the best (or only) time to buy or sell.

Reality: Opportunities exist in every season.

Myth: You should skip the agent to save money.

Reality: The right agent can save you time, stress, and money.

Myth: Online home values are exact.

Reality: They're estimates—not a true market value.

Myth: You need all cash to win a home.

Reality: Strong, well-structured financed offers win every day.

Myth: Skipping inspections saves money.

Reality: It can lead to costly surprises later.

Have questions about what's fact vs. fiction in today's market?

I'm always here to help you navigate the process with clarity and confidence.