Ready for Your First Home?

Start With the Right Questions and the Right Guide.

Whatever brings you to this decision, you deserve to understand your options before you commit.

1. Choose an agent who understands you and understands homes.

Look for someone who asks how you want to live and explains what they notice about the layout, materials, and improvements. They should know when a specialist is needed and respect your priorities without pressure.

2. Give yourself a clear way to compare homes.

Write down three things your home needs to offer and three things you'd like but could do without.

If you see yourself selling and moving in five to ten years, you may be comfortable being flexible on some preferences. If you hope to stay for twenty or thirty years, consider whether the home can meet your needs as your life changes. You don't need a fixed plan; it just helps you decide what matters most.

Bring that list to each showing. A beautiful kitchen or bathroom can catch your attention. Your list helps you stay focused on what matters most to you.

3. Know why this home is right for you before making an offer.

Bring the whole picture together: how it fits your life, whether the numbers work for you, and the quality of the home itself.

Ask your agent to help you understand its strengths and any trade-offs, including when a contractor's opinion would help alongside the inspection. Dated finishes may be something you're happy to change.

The goal is to understand what you're choosing and which compromises you're comfortable making.

4. Pay attention to communication from the start.

Notice how your agent responds to calls, texts, and emails. They may be with another client and unable to answer immediately, but they should follow up in a timely manner. Agree on how you'll stay in touch, especially when something needs a quick response.

Be ready to offer the same communication in return. Your agent is representing you, and your reply may be needed to keep an offer or another important step moving.

5. Don't be fooled. Know your buying power.

Contrary to popular belief, the customer is not always right. You hire an agent for their expertise—to guide you, explain your options, and help you understand how your purchasing power lines up with the home you want.

What you want and what you can realistically purchase may be two different things. Paying cash does not change that—a limited budget still has limits. Let your agent help you understand where your expectations and available homes align, and which preferences may need adjusting.

Before scheduling showings, get pre-approved through your lender or confirm the funds available for a cash purchase. Leave room for closing costs, ownership expenses, and any needed repairs—not just the purchase price.

You make the decisions, but a good agent should give you honest guidance, including answers you may not want to hear. Ask questions and expect explanations, rather than agreement with everything.

Being prepared respects your time and your agent's—and keeps your search focused on homes you can realistically pursue.

Buying or selling in the Central Valley? Want Antonio Topete Díaz to represent you?
Scan or tap to request a consultation.



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