

8 Common Mistakes Home Buyers Can Avoid

Buying a home is one of the biggest financial decisions you'll ever make. It's exciting, emotional, and sometimes a little overwhelming—but it doesn't have to be.

At Pacific Roots Real Estate Group, our job is to guide you through the process, answer your questions, and help you avoid the common pitfalls that can cost buyers time, money, and unnecessary stress.

Here are eight mistakes we help our clients avoid every day.

1. Shopping Before Getting Pre-Approved

It's tempting to start looking at homes right away, but speaking with a lender first is one of the smartest things you can do.

A mortgage pre-approval helps you understand your budget, strengthens your offer, and gives sellers confidence that you're ready to buy when you find the right home.

2. Falling in Love Too Quickly

We've all walked into a home that feels perfect at first glance. Beautiful staging, fresh paint, and stylish décor can create an emotional connection—but it's important to look beyond appearances.

We'll help you focus on the things that really matter, like the home's condition, layout, location, and long-term value.

3. Skipping the Home Inspection

Even beautiful homes can have hidden issues.

A professional home inspection provides valuable insight into the condition of the property and helps you make an informed decision before removing your conditions.

It's one of the best investments you can make during the buying process.

4. Not Fully Understanding Your Contract

An offer to purchase is a legally binding agreement, so it's important to understand exactly what you're signing.

We'll walk you through every clause, explain your rights and obligations in plain language, and make sure you're comfortable before moving forward.

There are no silly questions—we're here to answer every one of them.

5. Focusing Only on the Asking Price

The asking price is simply where the seller has chosen to start.

What really matters is the home's market value.

We'll provide you with a Comparative Market Analysis (CMA), review recent sales, discuss current market conditions, and help you decide on an offer that makes sense—not just one that matches the list price.

6. Forgetting About the Neighbourhood

You're not just buying a house—you're buying a lifestyle.

We encourage buyers to spend time in the neighbourhood, visit at different times of day, explore local amenities, and consider things like schools, commuting, recreation, and future development plans.

The right neighbourhood is just as important as the right home.

7. Waiting Too Long to Arrange Insurance

Home insurance is required before completion, but it's best not to leave it until the last minute.

Some homes may require additional information or specialty coverage, so giving yourself extra time helps avoid unnecessary stress as moving day approaches.

8. Thinking Negotiation Is Only About Price

Many buyers assume the best strategy is simply to offer less.

In reality, successful negotiations involve much more than price alone.

Possession dates, deposits, conditions, inclusions, and flexibility can all make an offer more attractive to a seller. Every situation is different, and we'll help you choose the

strategy that gives you the best chance of success.

Our Promise to You

Buying a home should feel exciting—not intimidating.

Our role is to educate you, advocate for you, and make sure you have all the information you need to make confident decisions.

We'll never rush you into writing an offer, pressure you into buying a home that doesn't feel right, or encourage you to spend beyond your comfort level.

Instead, we'll give you honest advice, explain your options, and be by your side from your very first showing to the day we hand you the keys.

Because buying a home isn't just another transaction to us—it's the beginning of your next chapter, and we're honoured to be part of it.