



Real Estate Advice That's Outdated

New Blog Post

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Real estate advice gets passed down all the time.

“Wait until spring to buy.”

“Always offer below asking.”

“Never sell in the winter.”

“You need 20% down.”

“Your first offer should always be your strongest.”

Some of these ideas may have made sense in a different market. But real estate changes, and advice that worked years ago may not be the best strategy today.

Here are some common pieces of real estate advice that deserve a second look.

“You Need 20% Down to Buy a Home”

Not necessarily.

There are mortgage programs and assistance options that may allow qualified buyers to purchase with less than 20% down.

A larger down payment can have advantages, but waiting years to save 20% isn't the only path to homeownership.

The right question is: **What financing options fit your situation?**

“The Best Time to Buy Is Always Spring”

Spring can bring more listings, but that doesn't automatically make it the best time for every buyer.

Your income, finances, goals, local inventory and competition all matter.

In some markets, buying at a different time of year may provide opportunities that aren't as obvious during the busiest season.

Instead of waiting for the "perfect" month, focus on finding the right combination of home, price and terms for your situation.

“You Should Always Wait for Mortgage Rates to Drop”

This sounds logical, but waiting for a lower rate doesn't guarantee you'll come out ahead.

If rates fall, more buyers may enter the market. That can increase competition and potentially push prices higher.

And if you find the right home today, you may have options later if your financial situation and market conditions allow you to refinance.

The decision should be based on the **overall cost of the home and your personal financial situation**, not just one number.

“You Should Always Offer Below Asking Price”

There is no universal rule for how much to offer.

An appropriate offer depends on the home's condition, pricing, comparable sales, competition, days on market and the seller's circumstances.

Sometimes an aggressive offer makes sense. Sometimes offering below asking could cause you to lose a home that is already priced competitively.

The goal isn't simply to get the lowest price. It's to put together an offer that makes sense for the property and your goals.

“Never Buy the Most Expensive House on the Block”

This old advice was meant to encourage buyers to think about resale value.

But today's buyers also need to consider the home's condition, location, layout, neighborhood trends and how long they plan to own it.

A higher-priced home isn't automatically a bad investment, just as the least expensive home isn't automatically the best deal.

Look at the **whole picture**, not just the price relative to neighboring homes.

“You Should Always Renovate Before Selling”

Not every home needs a major makeover before it hits the market.

Some improvements can make a meaningful difference. Others may cost more than they add in value.

Before spending thousands on renovations, find out what buyers in your market actually care about and which improvements are likely to matter.

Sometimes a home needs a refresh. Sometimes it needs repairs. And sometimes it makes more sense to sell it as-is.

“You Can Get Everything You Want in Your Dream Home”

This may be one of the most expensive pieces of advice.

Today's buyers often have to prioritize.

The perfect location may mean a smaller home. A larger home may mean a longer commute. A lower price may mean taking on a few projects.

Instead of looking for a home that checks every box, identify your **must-haves, nice-to-haves and deal-breakers**.

That can make the search much more productive.

“Your Online Home Value Is What Your House Is Worth”

Online estimates can be useful for getting a general idea of value, but they don't know everything about your property.

They may not account for updates, condition, unique features, micro-location or what is happening with comparable homes right now.

If you're considering selling, a local market analysis can give you a much more useful starting point.

The Best Real Estate Advice? Start With Your Situation.

Real estate isn't one-size-fits-all.

The strategy that worked for your parents, your neighbor or someone who bought a house ten years ago may not be the right strategy for you today.

Markets change. Financing changes. Buyer behavior changes. And your own goals change, too.

Before making a major real estate decision, get current information and build a strategy around **your goals, your finances and your local market.**

If you're wondering whether the advice you've been hearing still applies, **let's talk.** Sometimes the best strategy starts by questioning what you've always been told.