



5 Things Smart Buyers Do Before They Tour a Home

Make the most of every showing with these simple, smart steps.

As your trusted real estate agent, I want your home search to feel exciting – not overwhelming. That’s why the most prepared buyers do these 5 things before stepping through the front door.

Let’s make your journey smoother, more confident, and even a little fun.



1. Get Pre-Approved – Not just Pre-Qualified

Why it Matters: A pre-approval gives you a clear price range, shows sellers you're serious, and strengthens your offer. It's one of the smartest moves you can make from the start.

Checklist:

- ☒ Connect with a local lender or mortgage broker
- ☒ Gather documents: pay stubs, bank statements, tax returns
- ☒ Ask for a formal pre-approval letter

2. Make a Needs vs. Wants List

Why it Matters: It's easy to fall for a pretty backsplash — but smart buyers focus on lifestyle fit. Clarifying what matters most helps you stay grounded.

Checklist:

- ☒ Define your must-haves (bedrooms, yard, location, etc.)
- ☒ List your nice-to-haves (pool, fireplace, home office)
- ☒ Be honest about your non-negotiables



3. Learn the Local Market

Why it Matters: Understanding average prices, time on market, and competition helps you tour with clarity — not confusion.

Checklist:

- ☒ Review a few recent listings in your ideal area
- ☒ Look at what's pending or recently sold
- ☒ Ask me for a custom market snapshot

4. Know Your Touring Strategy

Why it Matters: Time is valuable. Touring 10 homes in a day without a plan? Overwhelming. Touring 3 with purpose? Empowering.

Checklist:

- ☒ Group tours by location
- ☒ Take notes and photos at each home
- ☒ Give each property a 1–10 rating right after



5. Prepare Emotionally — Not Just Logically

Why it Matters: Buying a home is emotional. But smart buyers balance heart and head. You're not just buying a house — you're choosing a future.

Checklist:

- ☒ Talk through your fears and hopes
- ☒ Stay flexible — no home is perfect
- ☒ Remember: the right home will feel right and make sense on paper Image idea

Bonus Tip: Bring Your Agent Into the Process Early

The sooner we talk, the better I can guide you. From narrowing your search to identifying red flags at showings — I'm here to protect your time, your energy, and your investment.

Let's make your next home tour smart, smooth, and successful.



Kristi Packer

Your Trusted Real Estate Partner

 (810) 922-5969

 kpacker@redfoxrealty.com

 <https://www.facebook.com/KristiPackerRealtor>