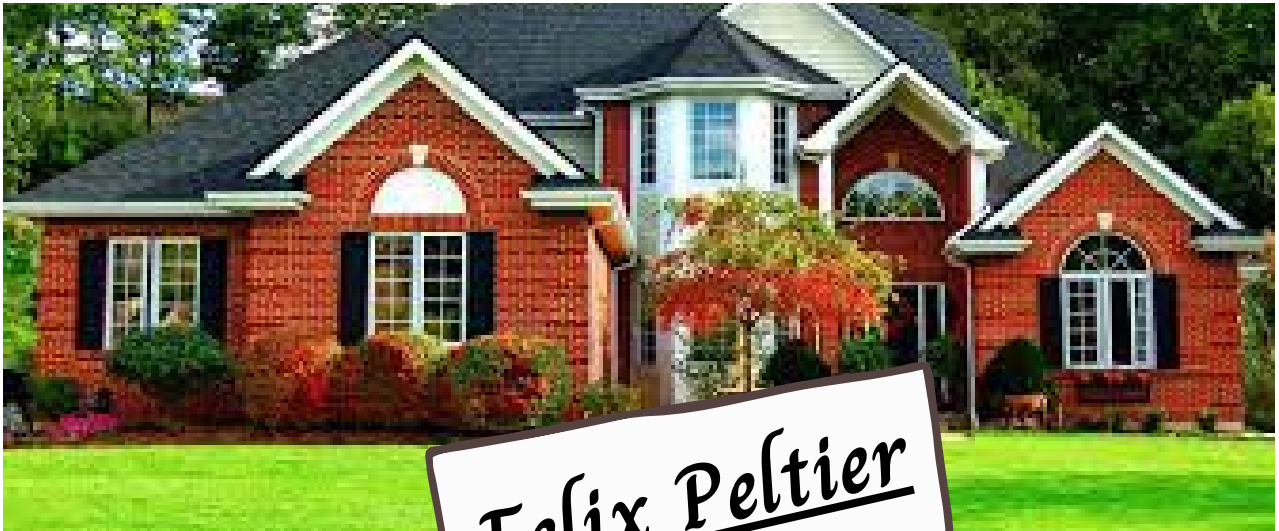




# Negotiate on the Fair Price While Buying a House



Felix Peltier

Learn the negotiation skills well enough before you sign the deal to buy a home or any property. There are many properties in the residential market but choosing the right one among them is quite risky.





**MAKE AN  
OFFER**

**ways to negotiate  
for the right price**

*Felix Peltier*

**Here are some ways to  
negotiate for the right  
price.**



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- **Be clear from the beginning**

As a purchaser, your first priority should be to find & finalize a property that fits your price range . Set the final budget & other necessities then bargain well.

- **Do not be eager**

The moment you enter the property, even if you fall in love with the property, stay calm. Avoid imagining how your belongings and furniture will fit into your new house. Otherwise seller will become sure that you have made up your mind on purchasing this property.

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- **Be realistic**

Offering a low rate is sensible. Let them know that you are a serious buyer & you'll actually complete the transaction. Ask for a price which is negotiable, & that's how the negotiation process starts.

- **Find out why the house is on sale**

Research on the property & find out why the house is on sale

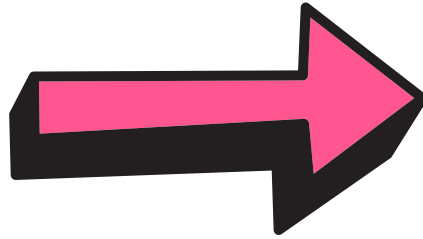
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- **Be open about asking other things**

If the seller does not want to bring down the rate, then instead of sticking to your offer price, ask for other things.

- **Be flexible**

Sellers will often accept a slightly lower-priced offer if it comes with best agreement terms. So, instead of being firm on the pricing, try to compromise a little bit.



- **Close the deal**

If everything goes well,  
try to close the deal as  
soon as possible



*Felix Peltier*