

# HEDGES

BEHIND THE

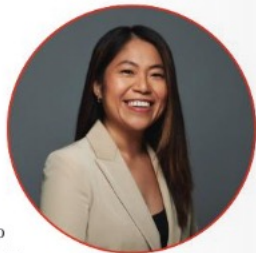
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## Springing Forward Advice for First- Time Homebuyers

**S**pring has sprung and as people begin to come out of their winter hibernation, potential homebuyers are ready to move. It is estimated that 80% of moves occur between April and September, but in this Long Island market, where demand is up and supply is down, that is no easy task. So we asked some of the top real estate agents from Nassau County to western Suffolk what their best advice is for first-time homebuyers as the market continues to heat up.

REAL  
ESTATE  
ROUNDTABLE

**Tsui Ying  
(Judy) Hsu**  
DOUGLAS ELLIMAN  
REAL ESTATE



As this market continues to heat up, first-time homebuyers can do the following to secure their dream home.

First step — have a preapproval letter ready to go before house hunting and working with the right agent. This allows the agent to efficiently search for the right potential homes and knowing the budget upfront saves time as well. Next, it's key to keep communication flowing. Make sure your agent knows your schedule and what you're looking for at all times, as everyone's minds and schedules change constantly in this busy world. Houses are gone as soon as they hit the market so you want to make sure your agent can schedule that first showing! It's also important to establish trust. An agent who you trust and communicate well with will provide that best advice in a bidding war situation. We are professionals who analyze the market all the time, and work for your best interest. Finally — act fast! Often, counteroffers will not even occur. Listen to your expert agent's advice and put your best and final offer forward. Conquer that bidding war, sit back and enjoy your new place!

**Jill McDowell**  
DOUGLAS ELLIMAN REAL ESTATE



In this crazy real estate market, it's easy for first-time homebuyers to feel overwhelmed. Buyers have to bring their A-game and be ready to play ball and right now, it's a fastball. Before going out to see houses, I advise first-time buyers to make a list of their likes and dislikes, home styles and amenities that they must have, non-negotiables and things they can live without. For couples, I ask them to make individual lists and then discuss it with each other. The goal is to see if they are on the same page and find some common ground. Do they want a big backyard, a corner property, a fixer-upper? These discussions will help them narrow their search so when they walk into the perfect home, they will recognize that it checks all their boxes and make an offer before they leave. A big must-have is a preapproval and most buyers know this by now. It's important for first-time buyers to look for home in their price range and stay in that range. Don't look at homes 200K over your budget and expect to be happy looking at the ones in their budget.