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With increasing prices of the residential real estate, there has been increasing number of real estate buyers and sellers as well. The biggest problem which the potential buyers face today is the price fluctuation. If we take the buyers perspective into account, the prices vary considerably between the selling and buying period. Although it is a significant factor but there are many other important factors as well which needs consideration on the buyerâ€™s part while making an investment in the residential property.

Today, with so many residential property options in the country the potential buyers can make a selection as per their needs and requirements. The buyers should realize their power as the person who eventually determines the worth of your property is the buyer. Appraisals are helpful but they serve more as guidelines. One common mistake which the buyers should avoid making is asking price. This happens at times when a person misjudges the value of a property or house. He considers its price to be too high so it is quite essential to come up with a correct asking price if as a potential buyer you want to end up with a profitable deal.

Also, may times this happen that the buyers do not properly understand the important elements of the presentation of the property by the sellers. So, it is advisable to be a little more attentive during the presentation to understand the important elements and to clarify the doubts if any. Further it is very important to seek the assistance of a veteran real estate agent who can guide the potential buyer throughout the buying process. Without appropriate knowledge of the various laws governing the real estate market the potential buyer is bound to make costly mistakes. An established and experienced real estate agent gives a fair idea about the market trends and prices and helps the buyer to make profitable deal. With his expertise and knowledge about the real estate he can guides you well about the various options available and also help to narrow down those available options as per your needs and requirements.

Before moving ahead with the buying process the first and the foremost thing which you need to do is make an estimate of your budget and the various mortgage and finance options available to you. Your real estate agent with the help of housing developer can also help present you with a personalized and clear finance program. Estimating your budget will give you a clear idea about how much you qualify to mortgage and the amount which bank can lend you. After this you can make a wish list of your choices and requirements. This will help you to further narrow down the various property options available and help you to find your perfect home that absolutely matches your needs and preferences. Greater Mohali offers lucrative investment options to the potential investors and buyers. The renowned and proficient building developers have launched amazing projects in this area and the potential buyers can make profitable deals.

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