



Questions to Ask the Seller when purchasing Property

Buying a house is not child's play. If you don't pay attention, you will end up making a deal that might break you. Because one wrong decision might make you feel immense regret.

Think about it! You might end up stuck in a house that could quite possibly not be the best fit for you. Before you make an offer, make sure that 'this is the one'. If you want to know the way to find your perfect match

Want to weed out the duds from the diamonds? A few smart questions can help you assess something you're looking for.

If you are looking for [Flat for sale in Rawalpindi](#) , these questions are a must. This is essential to make sure you pay the justified price of the flat.

Why Are You Selling?

This is the first question every man of wisdom will ask a seller. Find out the reason, why the seller is leaving. There could be many causes such as retirement, new job, death or birth of a family member, etc.

You may not always get an honest answer to this question, but the answer to **why** will let you negotiate better.

If the reason is very obvious, the seller might agree on a lower offer. Otherwise, you will have less room for negotiation.

Length of Time on Market

The second most important question to ask is this. If the house is on the market for a longer period of time, there could be an issue. Either it's priced too high or does not offer value for money. Think about other possible issues as well.

Also, if a house stays on the market for a longer time period, the seller is motivated to negotiate.

What's included in the sale?

No major issues found? Pretty good! Don't beat about the bush and come straight to what the deal is.

Generally, fixtures are included in the sale offer. But sometimes owners are willing to take a few things. Also, make sure to ask what is included and excluded in the offer. If you want to discard something from the offer, you can also ask the seller to do so.

4 Were there any additions or major renovations?

Do not forget inquiring about the major renovations and repairs. Remember! You can't take the headache of major repairs and maintenance, find [Residential Plots for Sale in Rawalpindi](#)

Asking this question will familiarize you with the current condition of the house and match it with the price seller is demanding.

What's the neighborhood like?

Enquiring about the neighborhood is a major thing. Property buying decisions are highly influenced by the quality of the neighborhood. If I say it is the primary reason people buy a property, you won't be able to deny it. A few things you must look for in a neighborhood are:

- Ø Quality and convenience of the schools
- Ø Availability of entertainment/leisure spots
- Ø Convenient for job
- Ø Convenient for shopping
- Ø Affordability of homes
- Ø Design of neighborhood
- Ø Safety of neighborhood

Age of Components

If you don't ask about the age of major components, get ready to pay big bucks in the near future. Ask about how old the roof is because roofs are expensive. Those with short lifespans are highly discouraged, since it's directly related to the lifespan of the structure of the house. So check of any existing damage of the roof.

Also, if some heating and cooling systems, and/or other electrical systems are fixed, inquire about their condition as well.

Number of homes sold in the neighborhood

Inquiring about this, will give you an understanding of the local market. Plus, you can obtain the price data from some local realtor or property portals to know if the seller's offer is justified. Make a comparison to save yourself.

One of the leading property portals in Pakistan, gharbaar allows you to have an outlook of market trends without any difficulty. It's a must-try!