

# Debunking Common Real Estate Misconceptions

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## Key Takeaways

- ✓ The best time to buy or sell a property depends on various factors, not just the spring or summer seasons.
- ✓ A 20% down payment is not always required to purchase a home, as there are loan options available with lower down payment requirements.
- ✓ Real estate agents provide valuable expertise and negotiation skills that can potentially save sellers money, even though their commission fees may seem like an additional expense.



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Real estate can be a complex industry with a lot of myths and misconceptions surrounding it. Unfortunately, these misconceptions can often prevent people from making informed decisions when it comes to buying or selling property. Here are a few common real estate misconceptions that need to be debunked.

1. Firstly, the belief that the best time to buy or sell a property is in the spring or summer is a common misconception. While the market is certainly active during these seasons, the best time to buy or sell a property is dependent on various factors such as market conditions, location, and personal circumstances.
2. Secondly, many people believe that they need a 20% down payment to purchase a home. This is not always the case, as there are many loan options available that require much less than a 20% down payment.
3. Another common misconception is that selling a home without a real estate agent will save money. While it may seem like a good idea to avoid paying commission fees, real estate agents provide valuable expertise, guidance, and negotiation skills that can actually save sellers money in the long run.
4. Finally, it's often thought that home inspections are not necessary when purchasing a new home. However, a home inspection is a crucial part of the home buying process as it can reveal hidden problems with the property that the buyer may not be aware of.

By debunking these common misconceptions, homebuyers and sellers can make more informed decisions when it comes to real estate. It's important to approach the industry with an open mind and do thorough research to avoid making costly mistakes.

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## About Agent

Tatjana Aghdasi is a local seasoned REALTOR® with exceptional knowledge of the real estate market as well as a Founder and Principal Designer at Bellino Homes, a home staging, interior design and renovations company. She specializes in comprehensive residential real estate, interior design, home staging and home renovation services for home owners, home buyers and real estate investors in Greater Vancouver area, looking to get more value for their money! Offering high professionalism and expertise that you can trust, along with a network of connections and trusted expertise of quality industry professionals, Tatjana is the unequivocal go-to resource for all your real estate needs!

