

# The Most Common Myths About Buying a Home in 2026

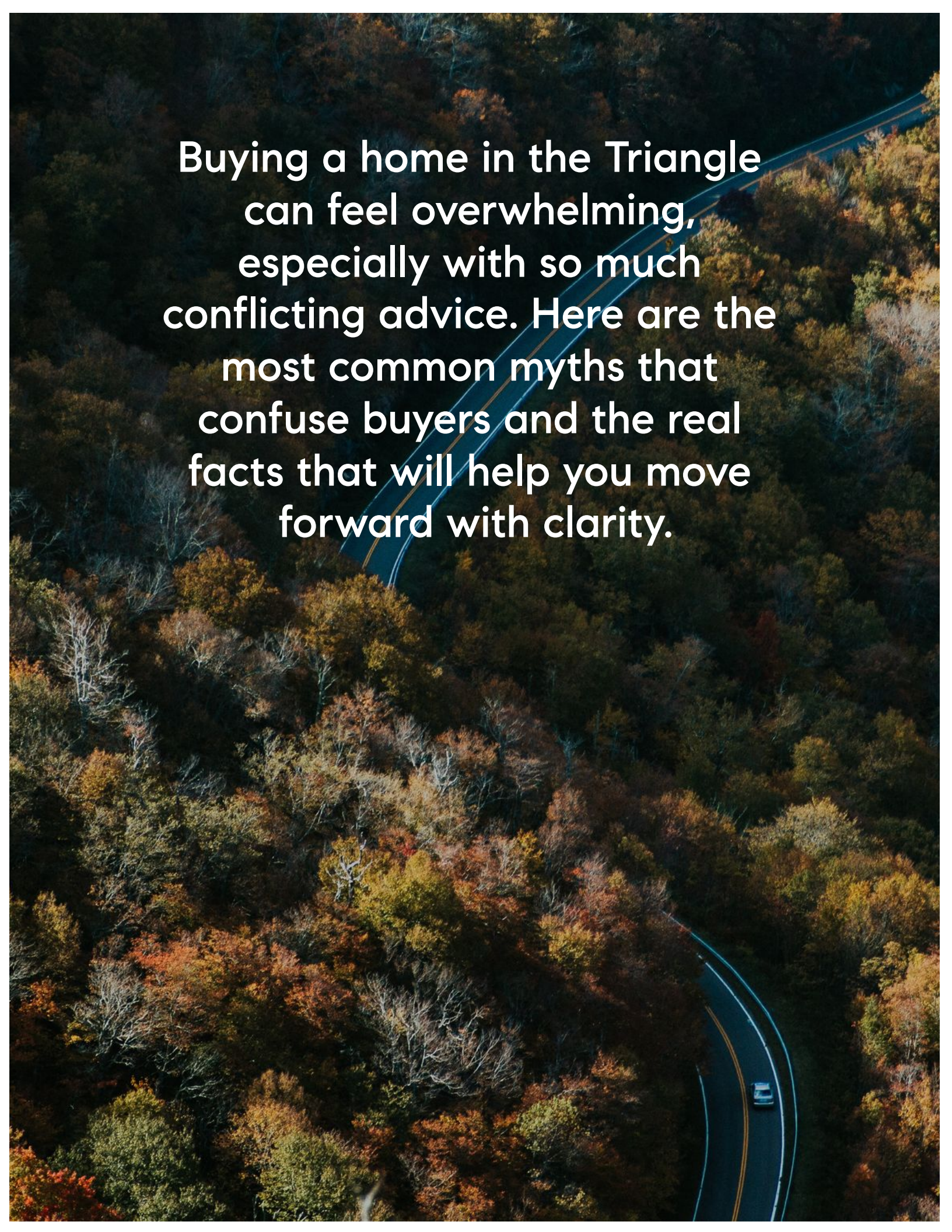
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An aerial photograph of a two-lane asphalt road winding through a dense forest. The trees are in various stages of autumn, with some showing vibrant orange and yellow leaves, while others are still green or have turned brown. The road curves from the upper right towards the lower right, where a small white car is visible. The text is overlaid in the upper left quadrant of the image.

**Buying a home in the Triangle  
can feel overwhelming,  
especially with so much  
conflicting advice. Here are the  
most common myths that  
confuse buyers and the real  
facts that will help you move  
forward with clarity.**



## Myth #1: You Need Perfect Credit to Buy a Home

Many buyers believe you need flawless credit to qualify for a mortgage, but that is simply not true. Today's lending landscape includes a wide range of loan programs designed for different credit profiles. Buyers with good, fair, and even recovering credit often qualify for financing, especially when they have stable income and manageable debt.

What matters most is understanding how your credit score impacts your loan options, interest rate, and monthly payment. A knowledgeable lender can review your full financial picture and explain ways to strengthen your application, sometimes with simple adjustments such as paying down balances or correcting errors. Waiting years for "perfect" credit often delays homeownership unnecessarily when viable options already exist.





## Myth #2: You Should Always Wait for Rates to Drop

Trying to predict interest rates is one of the most common mistakes buyers make. Rates move based on complex economic factors, and waiting for the perfect moment often means missing the right home. While rates matter, they are only one piece of the overall affordability equation.

A well priced home in a desirable location tends to hold long term value regardless of short term rate changes. Buyers can also refinance later if rates improve, but you cannot go back and buy the home you passed up. In many cases, purchasing when competition is lower can offer more negotiating power, better selection, and fewer compromises.



## Myth #3: You Must Put Down Twenty Percent

The idea that twenty percent down is required is outdated and prevents many capable buyers from entering the market. There are numerous loan programs available today that allow for significantly lower down payments, including options for first time buyers and move up buyers.

Depending on the loan type, buyers may put down as little as three to five percent while still securing competitive financing. A trusted lender can explain how different down payment levels affect monthly payments, mortgage insurance, and long term goals. For many buyers, putting less down allows them to maintain savings for emergencies, improvements, or future investments.





## Myth #4: You Can Find Everything You Need Online

Online home search tools are incredibly useful, but they only tell part of the story. Algorithms cannot evaluate market nuance, local demand shifts, or the true condition of a property. They also do not advocate for you during negotiations or help you avoid costly missteps.

Linda Trevor & Co. provides context that online platforms cannot. This includes insight into neighborhood trends, pricing strategy, off market opportunities, inspection concerns, and contract terms. In fast moving markets like the Triangle, experienced guidance often makes the difference between securing the right home and losing out or overpaying.



## Myth #5: All Homes Will Sell for Way Over Asking

While the Triangle market remains strong, not every home sells above asking price. Sale outcomes depend heavily on location, condition, pricing strategy, and buyer demand at the time of listing. Well prepared homes in desirable areas may attract multiple offers, but others may require price adjustments or longer marketing periods.

Understanding these differences is critical for both buyers and sellers. Buyers who assume every home will escalate may miss opportunities to negotiate. Sellers who expect automatic bidding wars may be disappointed without proper preparation. Accurate pricing and strategic positioning remain the most important factors in achieving a successful sale.







# Have questions about the buying process?

We would love to help! Reach out to us today.

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