

# How This Realtor® Help Buyers

Let's find you a property that fits your budget and lifestyle today with thoughts about the future as well. Today you have a budget, and the market has properties in your price range. That is where it starts. Everything on the market today in your price range is a qualifying property. Our job together is to find the best one for you. We do that by sorting and filtering by Yes, No and Maybe. The No Interest gets tossed aside. The Yes's we go and look at in person and apply the Yes, No or Maybe filter again. We continue that process for as long as it takes.

Eventually we get to a property that checks most of your boxes. Now, can you get it at the right price and possession date?

Only a written offer to purchase will get that question answered. The Offer to Purchase contract is strategic as well as contractual. Strategy in the offer price, possession date, deposit, what else is asked for, buyer conditions, conditions time from seller signing, etc.

This is when the real work starts. Up until now we have been mostly kicking tires. Now that we have a property you would buy under the right conditions we need to dig deeper. We are looking for reasons to buy and reasons not to buy. There could be something on the legal title or because of a home inspection or any number of other reasons to pass on this one. We just keep on digging until you are satisfied or not.

When you pass after writing an offer, you get your deposit back 100% and we go back to kicking tires.

If you don't pass, then you sign a form waiving all buyer conditions. And you get the property on possession day.

That is the short story.

The longer story is we have systems and checklists to use throughout the process.

1. New Client Paperwork
2. Market Watch Search Set Up
3. Go and look at potential properties
4. Research properties of interest
5. Strategize and Write Offers To Purchase
6. Navigate the Conditions
7. Finalize the deal or start at #3
8. Hand off Keys on possession day

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Every part is important and follows the natural path from the first time we meet until we meet on possession day with the keys to your next home!

There are many things that could go wrong. Experienced Realtors® know how to solve problems before they get a chance to be a problem. Experienced Realtors® take great pride in getting it right, helping clients avoid mistakes and buyer regrets. Our clients take years and years to become repeat clients because we got it right for them the last time. We need new clients 😊