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What a buyer wants:



My experience shows that most people who are looking for property want three things:

1. the best property
2. the lowest overall cost
3. a minimum of inconvenience

CONFIDENTIAL



Describe your ideal property:

Questions to consider:

1. Why are you moving?
2. When do you need to move?
3. Do you have to sell your current home first?

Steps to a successful purchase:

1. Identify the type of property (desirability, availability, affordability)
2. Locate the best properties (MLS, Exclusive, FSBO, unlisted)
3. Do preliminary investigations (sellers, other agents, realtor grapevine)
4. View properties (realtor guidance, advice, asking for feedback from purchaser)
5. Select a property (consider location, condition of property, price)
6. Negotiate the offer (set terms, add inclusions, consider price)
7. Complete the final investigation (assist in financing considerations, home inspection, appraisal)
8. Complete the sale of the property (consider the cost of legal services, down payment, possession date)

Can you see that you should have a good Agent to guide you through this process? I would like to be your Agent.

Benefits of having an exclusive Buyer Agent:

1. Agent Loyalty (I will act at all times in your best interest)
2. Confidentiality (I will keep all of your personal information confidential. You confide in only one Agent).
3. Full disclosure (I will tell you all the information known about the properties in which you are interested).
4. Save time (I will locate, and in some cases pre-screen properties from the entire market plus handle many of the activities which are necessary).
5. The best price (I am a proven expert in negotiation and it's here that I may be the most valuable to you).

Can you see the value in having a qualified Buyer Agent working just for you?

When you work with me, I offer you:

- The opportunity of working with a leading organization in the industry
- Many years of experience helping people buy properties (Agent 9.15 designation—highest education for a realtor)
- Many satisfied buyers (view testimonials attached)
- An expert in negotiation

I believe I can help you get the best property at the lowest overall cost with the minimum of inconvenience. May I got to work?