

The Benefit of an Exclusive Buyer Agreement The Five Phases of Buying a House – The Process

I would like to take this opportunity to share with you, how as your Exclusive Agent, I can get you into your house of choice faster, more efficiently and stress-free.

Unfortunately, most buyers are unaware of the five phases involved in the purchase of their home. Buying a home is usually the largest investment that a consumer undertakes in their lifetime. The process unfortunately has the reputation of being stressful, confusing and riddled with mistrust.

Let's take a look at the process and why it is in your best interest to secure an agreement with me as your Exclusive Buyer Agent.

Phase I

The Buyer's Needs Assessment is completed by me your agent as a result of critical path questions that I will ask you during our first interview. The information in the Buyer's Needs Assessment is then used to identify specific properties presently on the market that come closest to your desired needs, wants and within the price range that you have identified. Time is of the essence in real estate, so the more detailed your answers the quicker you will be able to locate your home of choice.

Needs are the absolute features that you must have in your new home. Wants are the features that you would "like" to have, however; they are not absolutely necessary.

Phase II

Now, that I have all of the details that are important to you I will enter the details into my database and identify those properties that are virtually mirror images of the home you've described in your assessment. Once the properties are identified, I will then review the properties in detail and position them in numerical order, starting with the home that comes closest as described in your assessment. To save time and focusing on getting you into your home of choice I will schedule the previewing appointments in the order that the homes rank from 1 to etc. Upon meeting with me to preview the first group of selected properties, I will review the complete list with you and you will have an opportunity to assess the homes.