

Well, this is exactly how our *Buyer Profile System* works. Our buyers fill out a buyer profile card which details what they are looking for in a home.

This information is entered into our custom computer software program and then cross-matched with the MLS. In exactly the same way described above, the best matches for every single buyer in our Buyer Profile, the system will generate a custom feature

Home Buyers love this system because it puts them in control of the process. Each week you get your buyer profile emailed complete with pictures and full descriptions of homes that are highly likely to interest you. With this information, you are able to pick the homes that interest you the most and drive by them to see if you are interested in taking the next step of actually viewing them.

*Compare this to the usual process where the **realtor chooses** the houses and often wastes your time driving you around and taking you through house after house — most of which will not be of interest to you.*

Our Buyer Profile System benefits you in 3 ways:

1. You will be able to beat other buyers to hot new listings.
2. Because you're there first before most other buyers, we are able to negotiate the lowest possible price for you.
3. Most importantly, we don't waste your time showing you houses that don't interest you.

3 Get a written guarantee that your realtor will save you at least \$3,000 ... We offer our buyers a written guarantee that **if we are not able to get you the home you want for at least \$3,000.00 below the asking price, we'll pay you \$500 cash.**

Make sure the realtor you use offers you this competitive guarantee. Clearly, only the truly skilled negotiators will be willing to offer this kind of guarantee.

(This guarantee does not pertain to our own listings and some exemptions may apply)

For more information about any of our innovative homeowner programs, call

***THE HOME TEAM'S
REAL ESTATE
HOTLINE***

AT

519-744-6777

**Tristram Realty Associates
Inc.**

not intended to solicit properties currently listed for sale

HOMEBUYERS:

**How to
Save
Thousands
Of Dollars
When
You Buy!**



courtesy of
PAT & JIM TRISTRAM,
Brokers

How to Save Thousands of Dollars when you Buy a Home

If you are like most homebuyers, you have two primary considerations in mind when you start looking for a home.

First, you want to find the home that perfectly meets your needs and desires, and

Secondly, you want to purchase this home for the lowest possible price.

When you analyze those successful home buyers who have the experience to purchase the home they want for thousands of dollars below a seller's asking price, some common denominators emerge.

Negotiating skills are important, but there are three additional key factors that must come into play long before you every submit an offer.

"Buyers are far more discriminating, and fully 80% of the homes listed for sale never sell. It's more critical than ever to learn what you need to know to avoid costly seller mistakes"

3 Steps to help you Save Thousands When you Buy a Home

1. Make sure you know what you want ... As simple as this sounds, many homebuyers don't have a firm idea in their heads before they go out searching for a home. In fact, when you go shopping for a place to live, there are actually two homes competing for your attention: the one that meets your needs, and the one that fulfills your desires. Obviously, your goal is to find one home that does both. But in the real world, this situation doesn't always occur.

When you're looking at homes, you'll find that you fall in love with one or another home for entirely different reasons. Is it better to buy the 4-bedroom home with room for your family to grow, or the one with the big eat-in kitchen that romances you with thoughts of big weekend

Family brunches? What's more important—a big backyard or proximity to your child's school? Far too often I've seen people buy a home for the wrong reasons, then regret their decision when the house doesn't meet their needs.

Don't shop with stars in your eyes. Satisfy your needs first. If you're fortunate, you will find a home that does this and also fulfills some of your desires. The important thing is to understand the difference before you get caught up in the excitement of looking.

Use the form below to help you develop your home buying strategy:

What do I absolutely NEED in my next home:

1. _____
2. _____
3. _____

What would I absolutely LOVE in my next home:

1. _____
2. _____
3. _____

2. Find a way to hear about hot new listings BEFORE other buyers ... It goes without saying that if you could find and make an offer on your dream home long before other buyers even knew it was on the market, you would have a pretty good chance of not only getting it, but getting it for the price you want. Like they say, the early bird gets the worm.