

# 9 Secrets every Denver home buyer must know

Join our exclusive buyer webinar and learn the top 9 secrets to becoming a savvy Denver home buyer.



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# The Goal: Home, Price, Terms

## 1 Find Your Dream Home 🏠

Identify your must-haves and nice-to-haves to prioritize your search.

## 2 Smart Pricing 💰

Set a budget and stick to it to avoid overspending.

## 3 Negotiate Smarter 🕒

Be sure to include favorable terms in your offer to increase your chances of acceptance.

# The Big 3

## Non-Negotiables

Maintain a clear idea of what you can and can't compromise on when searching to avoid getting bogged down.

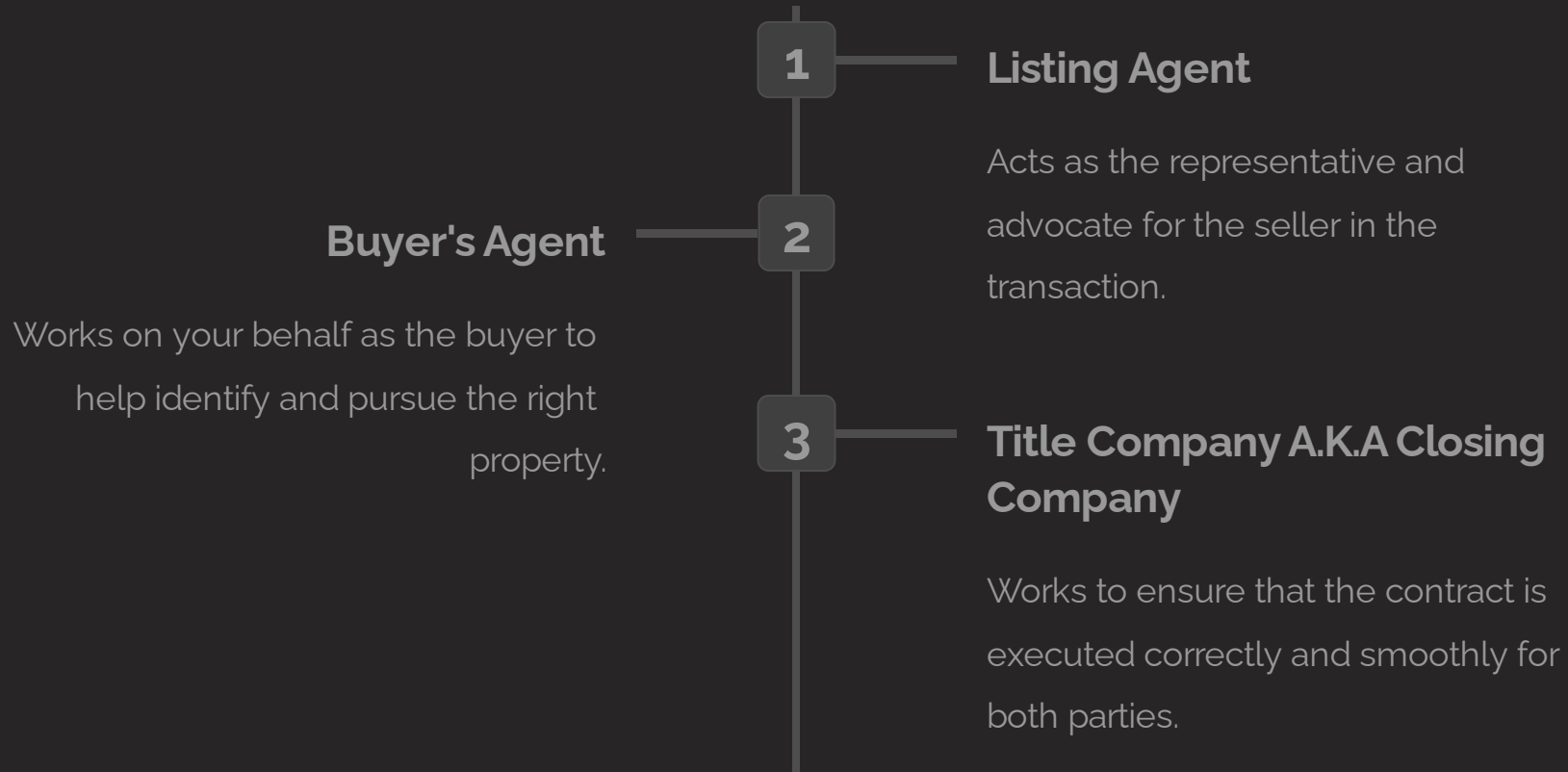
## Pricing

Stick to a budget and don't let emotions cloud your judgement when making an offer.

## Timing

Be ready to act quickly when a great opportunity presents itself, but don't let time pressure force you into a poor decision.

# How Everyone Gets Paid



# Listing Agent Works for Seller

## Responsibilities

Handles all aspects of the sale that concern the seller's interests.

## Commission

Typically receives a percentage of the sale price as compensation once the sale is complete.

# Organizing Monies

## Cash

Provides flexibility to pay for the entire amount upfront or provide a larger down payment.

## Financing

Provides access to additional capital which can increase buying power. Be sure to investigate all your options.

## Manage Credit

Ensure your credit is in good standing to increase access to financing options and better terms.

# Price Gets You Noticed. But Terms Get You the Keys.

## Concessions

Including additional items of value beyond the sale price can help push a borderline offer over the edge.

1

## Timing

Ensure that your offer is timely and addresses important deadlines in the transaction.

2

3

## Contingencies

Include protective provisions in your offer that increase chances of acceptance, but make sure they don't delay closing or add expense.

# Invisible Power of Negotiation

## Everything is negotiable

Even small concessions can make a big impact on the outcome of the transaction.

## Contract Period

This is often a great time to negotiate extra concessions or make repairs and improvements.



# You Peek. I Seek.



## Can't Read Your Mind

Make sure your buyer's agent knows exactly the type of home and neighborhood you're looking for.



## Criteria Changes

Let your agent know when you need to change or revise your search criteria to avoid wasting time.



## Find a House, Send to Me First

Stay in constant communication with your agent to ensure that you are among the first to know and see a home.



# Big Goal No Plan

**1**

## Good Process Drives Good Results

Developing a solid plan with your agent can increase your odds of finding the perfect home.

**2**

## Let's Build a Great Plan Together

Work with your agent to create a roadmap for the home buying process that will keep you on track.

**3**

## Our Team Can Help You Execute it

Our team has the experience and expertise to ensure that your home buying experience is smooth, enjoyable, and successful.