

## **Our Formula to Buying with CERTAINTY & CONFIDENCE**

### **STEP 1 - STRATEGIZE:**

In the initial consultation, our main goal is to sit down with you and get to know you. We want to know YOU so that we know how to best serve you. We'll talk about the market and your motivation to buy, whether it's a good time to buy, what your short and long term goals are, etc...

We work with you to find out what your budget is. Did you get pre-approved? We have a network of excellent mortgage professionals to help you with that.

If you're already pre-approved, we work with you on your budget. Maybe you're pre-approved for \$900,000 but you only want to spend \$500,000. At this point, we just want to listen to what is really important to you.

Maybe you're a 1st time home buyer and you're buying your first home or maybe you're a 1st time real estate investor looking to buy some investment properties or maybe you're a seasoned investor looking to add another property to your investment portfolio, this stage is where we find out where you're at.

### **STEP 2 - IDENTIFY:**

Depending on your needs and budget, we'll discuss the different property types and different neighbourhoods and ask more questions to figure out what's important to you when it comes to buying this property. Different property types have their pros and cons and it depends on what works for you.

99% of buyers don't know exactly what they are looking for and so for you we'll help you narrow down the options by asking you specific questions about your lifestyle, work, family, etc...

Different neighbourhoods showcase different communities, culture and amenities and we go over the pros and cons to find out what you like and don't like, what you're comfortable with and what you're not comfortable with.

### **STEP 3 - ANALYZE:**

After we find out what you like and dislike, then we offer some suggestions about the type of home and neighbourhood that might work for you. Then you'll be set up on a search where you can start looking at available listings.

As we see the listings sent by email, you'll tell us what you like about the different properties and different neighbourhoods. We'll give you our opinion and talk about the pros and cons and before long we are able to really know what kind of property you're looking for and what works for you and what doesn't work for you.

Then we further narrow and revise the search and perform **Laser-Beam Focus Filtered Searches** for you to identify the Best Property for you.

After you pick out the properties you want to see, we make the arrangements for a tour. During the tour, we spend a lot of time just watching you and seeing how you react and what you say about the properties we see. We ask questions and listen to your needs. Most of our clients end up buying something slightly different from what they were originally planning to buy because they often realize what they pictured in their mind is not actually what they wanted in the end.

So, this is a process of active self-discover as we see properties together and find out what you like and dislike.

### **STEP 4 - NEGOTIATE:**

After we look at properties together, we're very quick to identify what you truly like and dislike. We'll often be able to find out exactly what you are looking for within the first 10 homes.

After each property tour, if you do not give a rating of at least an 8 out of 10, we wouldn't recommend you to write an offer. That's because we don't want you to buy a place that you just sort of like. We want you to buy something you really like and something that really works for you and what you're looking for. So, we recommend you to only write an offer that you consider at least an 8 or 9 out of 10. When you find ones that are at least an 8 out of 10, then we talk about the terms and details of writing an offer.



To get the best price for you, it's not as simple as writing an offer and countering back and forth. There's a lot of emotion and human psychology at play. We utilize these aspects during negotiations and always aim for a win-win situation for everyone involved.

Most people think that to get the best deal for you, you should Win and the Seller should Lost but we find, Win-Win situations are the best for everyone because you don't want the seller to be bitter and do something to jeopardize the deal later on which could include the seller causing the deal to collapse, the seller not completing on the deal or the seller not promising to clean the home and other complications.

#### **STEP 5 - MANAGE:**

If this is your investment property, CondoWong has one of the best rental management teams in the industry. We are certainly committed to delivery a hands-free and worry-free rental experience for you.

We'll also share our network of the best of the best service providers such as tax accountants, lawyers, etc.