



TAKAHASHI

REAL ESTATE GROUP

"Your Local Family Realtors. Bringing families and homes together is our passion."



Our Client Buyer's Package Includes*:



Introductory Meeting Over Coffee



Home Inspection



Move In Cleaning Session

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*Costs reimbursed upon closing.
Introductory Meeting and having fun is complimentary.



5 REASONS

homebuyers choose
to work with an agent.

In most cases, your home
is your most valuable
asset, and it makes sense
to use a professional.

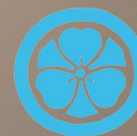
A great real estate professional will provide key market insights, sound advice and save you endless hours of time and money — all while helping you reduce the stress of a large purchase so you can truly enjoy the experience of buying your dream home.

- 1 It's absolutely free.
- 2 To understand market values and ensure you are not overpaying!
- 3 To represent your best interests in the transaction.

Remember, the listing agent is working for the seller. Your interests need to be protected.

- 4 To negotiate the best possible price and terms!
- 5 To give you peace of mind when it comes to the countless details.

Disclaimer: This document is not intended to solicit properties already listed for sale with another broker.



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Home Buyer Search Tips

Finding Your Dream Home

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Most searches begin online. In fact over 90% of buyers start their home buying process on the internet.

The most comprehensive website for property searches is [REALTOR.ca](https://www.realtor.ca), a Canada-wide database of all active properties for sale, also referred to as the MLS® or Multiple Listing Service. This website allows you to narrow your search to a specific area, price range, key features and even displays the properties on a map.

The internet can be very helpful for you to get a sense of what's available but keep in mind, it's not a complete picture of the market or all potential properties available. A great agent, working on your behalf, will do an in-depth needs analysis to find all the properties suitable for you, set up a time to view the homes and guide you through the selection process.

Here's What You Can't See Online

X

1

Homes in hot markets that haven't made it online yet.

These are desirable homes in great areas, at great prices that often get sold before a property listing is viewable online. The only way to know about these hidden gems is through an experienced real estate professional who consistently monitors the market.

2

Exclusive/private sales not found on MLS®.

A savvy real estate professional is on the pulse of all potential homes for sale, listed and unlisted.

3

Insight and an insider's edge.

A real estate professional not only has access to more data than what is available online, but he/she brings expertise and a wealth of knowledge so you can be confident in knowing you have a complete picture of each property you are considering.

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NEGOTIATING

KNOW-HOW



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When it comes to the sale of your home, negotiation expertise and skills are essential to ensuring you achieve the highest price possible with ideal terms and conditions.

Negotiating is not an easy task and can often take years to master. That's why it is important that you have a skilled real estate professional handle this for you — someone expert in the market, skilled in negotiations and someone who is working solely in your best interests.

In most cases, an offer will be higher or lower than your asking price. Please don't be concerned or offended. It's normal. In fact, the best way to think about an offer is as a starting point to a conversation. The buyer is interested. They have proposed a price. The conversation has begun!



Keep in Mind...

Counteroffers are normal.

Expect some back and forth. They offer. You counteroffer. You eventually come to an agreement.

Momentum is important.

Things happen fast at this stage. That's why having a good agent to represent you is vital.

Price isn't the only thing.

You can negotiate on conditions, closing dates, assets or chattels included with the property. Don't get stuck on one thing.

Win, win is best.

The most successful negotiations always involve compromises for both sides.

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Should I *buy* or *sell* first?

The question asked by nearly every home seller. The answer depends on your risk tolerance level and personal circumstances. Review the following scenarios to decide what might be right for you.

SCENARIO

01

You are in a seller's market.

Typically you want to start with the transaction that will take the most amount of time. This means, if you are in a seller's market you would want to buy first since finding the right home to purchase will likely take more time than it will to sell.

Answer: Buy first

SCENARIO

02

You are in a buyer's market.

On the flip side, if you are in a buyer's market you will usually sell first and then buy.

Answer: Sell first

SCENARIO

03

You are able to write a subject to sale offer.

A subject to sale offer is the best of both worlds, it allows you to purchase a home on the condition that you are able to sell your own. Not all sellers will accept a subject to sale offer, but in a buyer's market they are more likely to do so.

Answer: Buy and sell at the same time

SCENARIO

04

You can afford to own two properties.

If you can afford to pay the mortgage on two properties temporarily, you eliminate some of the risk involved in purchasing before you sell.

Answer: Buy first

SCENARIO

05

You have some place you could live in the interim.

Whether you sell or buy first there is a small risk that the possession dates on both properties may not line up. Have a backup plan for a place you can stay while waiting to move into your new home.

Answer: Sell first

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