



# BUYER PACKAGE

**GUIDING YOU TO SUCCESS**



*Fourlas & Brown*

CARTER SROCHENSKI

# ABOUT ME



## CARTER SROCHENSKI

REALTOR

*My team has 30+ years experience buying and selling residential Real Estate!*

Buying your first home or any home can be a stressful transaction. With 30+ years of experience in the industry myself and my team are here to take those worries away. My goal is to make the entire home buying process easy, fun and enjoyable, as it should be. During the buying process I will take you through each step, guide and assist you as well as keep you informed to help you make the right decision.

*What I believe!*

I believe that buyers deserve to gather and know the same knowledge as their agent. Whether it be information on the buying process, or the home we are looking at. I believe continued communication and transparency provides the best quality of service. Throughout my experience, I have adapted and honoured the principle that client satisfaction always comes first.

# EXPECTATIONS

A

In-depth understanding of wants/  
needs

B

Market knowledge – understanding  
market conditions

C

Tailored home search

D

Thorough review of all paperwork

E

Negotiate terms and conditions

F

Tap into my network of trades  
and professionals

G

Coordinate all inspections and  
correspondence with mortgage  
broker and lawyer

H

Constant communication  
throughout the entire process

I

Hand over keys

# WHAT SETS ME APART

## A COMPREHENSIVE MARKET EVALUATION WHERE WE WILL:

1

Assess what we know about the subject property and homeowner

- Owned since?
- Purchase price?
- Remaining mortgage balance?

- Google search
- Social media search

2

Assess the current condition, upgrades and location

3

City and area specific market conditions

WE WILL ANSWER THE FOLLOWING QUESTION:

**WHAT ARE THE MOST IMPORTANT FACTORS IN OUR OFFER AND HOW ARE WE GOING TO MAKE IT STAND OUT?**

# HOME BUYING PROCESS

A

Financing/pre-approval

D

Conditional period/  
Due Diligence (7-10 days)

B

Home search

E

Lawyers, home insurance,  
utilites, and movers

C

CMA – determine value  
and complete paperwork

F

**Key day. Let's celebrate!  
Pop the champagne!**

# CMA BREAKDOWN

What is the market value of this home?

TO

What are you willing to pay for it?

What do we know about the subject property?

Owned since:

Purchase price:

MLS history/  
on the market since:

Amount owing on  
mortgage:

What do we know about the seller?

Condition/upgrades as they relate to a comparable home.



**POOR-----MODERATE-----EXCEPTIONAL**

**Windows** (\$500 - \$1K/window)

**Furnace** (\$5K - \$7K)

**Shingles** (\$5K - \$10K)

**Kitchen** (\$10K - \$50K)

**Flooring** (\$10 - \$20/sqft)

**Bathrooms** (\$5K - \$20K)

**Basement** (\$10K - \$50K)

**Yard/Landscaping** (\$5K - \$30K)

**Sewer Line** (\$5K - \$10K)

**Rare Features**

Location/lot conditions.



**POOR-----MODERATE-----EXCEPTIONAL**

# MARKET CONDITIONS

## REGINA CONDITIONS:

Active Listings:

Sold 365 Days:

Average Sale Price:

Sold 30 Days:

Average Sale Price:

Months of Inventory:

**Buyers Market:**  
**7+ Months**

**Balanced Market:**  
**5 - 7 Months**

**Sellers Market:**  
**<5 Months**

## AREA SPECIFIC:

Area:

Sold 365 Days:

Average Sale Price:

Sold 30 Days:

Average Sale Price:



# ARE WE ENTERING INTO A BIDDING WAR?

## THREE MOST COMPARABLE HOMES:

1

Address

Sale Price

Value +/- Subject

2

Address

Sale Price

Value +/- Subject

3

Address

Sale Price

Value +/- Subject



# HOW DO WE MAKE OUR OFFER STAND OUT?

