



# BUYER PACKAGE

**GUIDING YOU TO SUCCESS**



*Fourlas & Brown*

**DENISE CORBIN**

# ABOUT ME



## DENISE CORBIN

### REALTOR

Before becoming a licensed real estate agent I worked for the Saskatchewan Cancer Agency. My role had many facets, some of which included educating, listening, guiding, and comforting. I lead with empathy and built meaningful relationships with my clients, patients and colleagues. My heart truly belonged to the people of Saskatchewan.

As a professional real estate agent, my role once again is to listen, educate and guide my clients through one of the most important and exciting moments in their life. Working with the team at Furlas & Brown, we bring a wealth of knowledge to the table, our combined experience adds up to over 30 years. This level of experience means we have encountered a wide range of challenges and scenarios and have developed skills and knowledge necessary to navigate them effectively. All of which will ensure your experience with me is a positive one.

I look forward to working with you and helping you achieve your real estate dreams.

“

If you are looking for professionalism, comfort and the friendship/partnership needed for a fast and easy sale or purchase of a property, Denise at Coldwell is your girl!

- James Kolbasovsky

“

We used an agent before Denise that was not meeting our needs. Following the switch to Denise we felt secure and taken care of. She knew what we were looking for in a house without being pushy, and let us decide any decisions on our own, with giving the right amount of advise. She made us feel comfortable with our decision on buying a house. It didn't matter what time of the the day it was she was there to help us with our needs, and answer any questions we had. We gained a friend and most importantly bought our dream home. We wouldn't want anyone else, to help us find our home! Thanks Denise for your time, being ambitious, and overall working hard to find what we were looking for! We will recommend Denise in the future for and friends or family who are wanting to buy a house!

- Breanna and James

# 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:



**LOW-----MEDIUM-----HIGH**

# 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?

