



BUYER PACKAGE

GUIDING YOU TO SUCCESS

ABOUT ME



IAN DAKU

REALTOR

I am a life-long Regina resident, with knowledge of every corner and neighbourhood. I was raised around the residential construction industry, and working in the trades for over 20 years, I have an in-depth knowledge of residential properties and their construction. From new construction, renovations and remodels, to investments and rentals, I have personal experience in all areas of the residential housing market. I strive to be your trusted real estate consultant, not just a salesperson. With a strong work ethic, an eagerness to continue learning, and a team behind me with over 30 combined years of sales expertise, I would be humbled to assist you in your real estate journey!



I cannot express how grateful I am to Ian. He was very patient with me throughout the buying process. Being a first time home buyer, I did not know where to start and the steps to take in buying a home. It seemed to be an overwhelming process but I was at ease with having Ian's guidance. I greatly appreciate Ian's honesty and knowledge especially on repairs and maintenance, parts of home to take into account, renovations, etc,. It made significant influence on my choices and decision throughout. I was dealing with another realtor before I ran into Ian. The previous realtor did not feel right and does not seem to have my best interest in mind. Ian is very kind and helpful. I highly recommend Ian and Coldwell Banker Realty to anyone! Thank you!

- **Chrisella** (Buyer)

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?

