

Getting to know **YOURSELF** as a **Buyer.**

TrilliumWest has put this document together so that you can learn a little bit more about, well, you! Buying a home can be a fast-paced and emotional endeavor. We find that by having you find your specific answers to a lot of these upfront questions, we can help keep you true to your plan throughout the buying process. So, let's get started with these six...

THE PRICE IS RIGHT

My comfort zone with regard to price is:

- No upper limit
- Upper limit of \$ _____ , regardless of asking price
- \$ _____ Above asking price
- Never higher than asking price
- Below asking price

FOOTING THE BILL

My comfort zone with regard to my financing is:

- Keeping the deal as a cash purchase
- Conventional 20% down or more financing
- 6-20% down financing
- 5% down financing
- Not worried about it

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A CLOSER LOOK

Home inspectors provide a valuable service when making such an important purchase. They will not tell you whether a particular property will meet your needs, or whether it is a “good” property. What they should do is tell you about the key deficiencies and the timeframe when significant maintenance items should be attended to. My comfort zone with regard to doing a home inspection is:

- Won't be doing an inspection
- Will do an inspection, but likely willing to take the property “as is”
- Will do an inspection and willing to accept some “minor” issues
- Will do an inspection and concerned with the main components only
- I want to do a full comprehensive inspection and based on the outcome, may walk away.

APPRAISAL

Appraisals for property purchases are part of the financing world. My comfort zone with regard to an appraisals:

- I am okay to make up any required difference between the appraisal and the price offered
- The property must appraise to the list price
- The property must appraise to my offered price

TIMING

My comfort zone with regard to my closing date is:

- I am okay to close per seller's time line
- I really want to close in 30 days or less
- I really want to close in _____ days or less
- I really want to close in _____ days or more
- I really want to close by a specific date
- I am pretty flexible with my closing

WHAT IS YOUR MISSION STATEMENT FOR YOUR PURCHASE

My mission statement is:

- I want to purchase a home at the best possible price
- Get the most house I can, while staying true to my budget
- I want to buy in a specific neighbour hood
- I want to buy in a specific school catchment area
- Getting the right house, even if I have to step a little outside of my “comfort zone”
- Just enjoying the process, things will happen as they should