

Doin' it *Dave's* way!



Are you looking to buy? Then I'm here to help. That's what I do.

When you are looking to buy a home I like to take you through a process I have developed over time which allows me to better understand your needs and to work towards getting the right home for you. I find it keeps everything very transparent and builds trust and rapport through open and honest communication about how things are going. What it mainly does though, is makes things easy for everyone – and I like to keep things easy.

Step 1: Meet and greet

We sit down and chat about what you're looking for in a home – what your needs are. As I've done this a few times before, I can help you discover what you may or may not like. Looking at homes before you understand what you're after can just add confusion. When you tell me what you want, we then start looking. I also use this conversation to qualify that you're in the right position financially and legally to pursue the home that you're after. Once these boxes are ticked we discuss the important question:

What are the 3 things in a home you will not compromise on?

1. _____
2. _____
3. _____

If there is more than one of you involved in buying I (husband, wife, kids etc) I will ask each of you:

What are the 5 things you want most in a home?

1. _____
2. _____
3. _____
4. _____
5. _____

This is a great exercise to do with a family – often, once you put all the answers together, you'll get everyone agreeing on about 3 things – these are obviously the things that you will not compromise on. It also raises the different aspects of a home that members of the family value, which is a great bit of knowledge as it allows me to accommodate everyone's needs.

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Step 2: The first look

This is where it gets more exciting—I take all the information from our first meeting and research relevant homes for you to view. I choose about 4 homes to take you through which fit **most** of the criteria you've outlined. As with many things, often you don't know what you don't know, and my knowledge and expertise allows me to show you different homes that may, or may not, appeal.

The objective of this exercise is to get some honest feedback on what you did and did not like so we can then refine the search for the home that is right for you.

Step 3: Focussed viewing

We have talked about what you need in a home, we have looked at homes that may fit what you're after and you've told me what you did and did not like about them – so I now have a very good idea of exactly what you're after. Now we start the focussed viewing – looking through those homes which fulfil your criteria. It is important during this phase that you provide honest feedback about the homes so that I can further refine the search for your new home. Sometimes we find it quickly and sometimes it takes a little longer, it really depends on what's on the market at the time. But rest assured, if it's on the market, I'll be showing it to you.

When I go around the housing caravan to see all the new homes on the market, I always go with my clients in mind – looking for that perfect home for them. So if I see it, and think it fits all your criteria, then I'll be calling you.

Step 4: Finding it

When we find the right home for you, we don't hesitate; get me to write up an offer. I will work my hardest to get the best deal for you.

So call me today, so we can work together on finding the right home for you.

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