

For Buyers Only!



**Your Guide to a
Successful Move!**



**When you
choose a
professional
Realtor, you
receive the
benefits of . . .**

- **One Stop Shopping**
- **Access to the Best Lenders**
- **Area Knowledge**
- **Access to all of the Inventory**

**We are committed to help
you find your**

Special Home!!

Rest assured . . .
We are here to take care of you.



**Whether you are a first time
buyer or an experienced one!**

**Your time is valuable,
and so is ours.**



**To help us all, we have a step
by step process to qualify
your needs so we can select
only the homes that best
meet those needs.**

There are three things
that are important to
all buyers:



Right House



Right Price



least Amount of Time!

The Buying Process

- 1. Ask Questions**
- 2. Select Homes**
- 3. Look at a Few**
- 4. Estimate of Costs**
- 5. Explain the Forms**
- 6. Negotiate the Sale**
- 7. Our commitment to You**

The Buyer Qualifier

1. What is the maximum amount of cash you have to work with?
2. If we found the right house for you Today, would \$5,000 or \$8,000 more even be a possibility?
3. What is the maximum monthly payment you would be comfortable with?
4. To get the right house, would \$2 or \$3 a day additional even be something we would consider?
5. What are all the things you are looking for in your new home?
6. If you had no choice, which of these things could you do without?
7. If we found you the right house today, is there anything that would keep you from buying today?

We will consider all the inventory, but you won't need to look at it all.



We only will look at the ones that fit *your* wants and needs.

**After we select the homes that
best suit you . . .**



**. . . We'll take a look, and when
we find the one that "Talks" to
you, we will give you a cost
breakdown so that you can make
a logical decision.**

Once you have made a decision, whether it is today, tomorrow or a month from now... We will fill out all the forms, and assist you with all the negotiations.

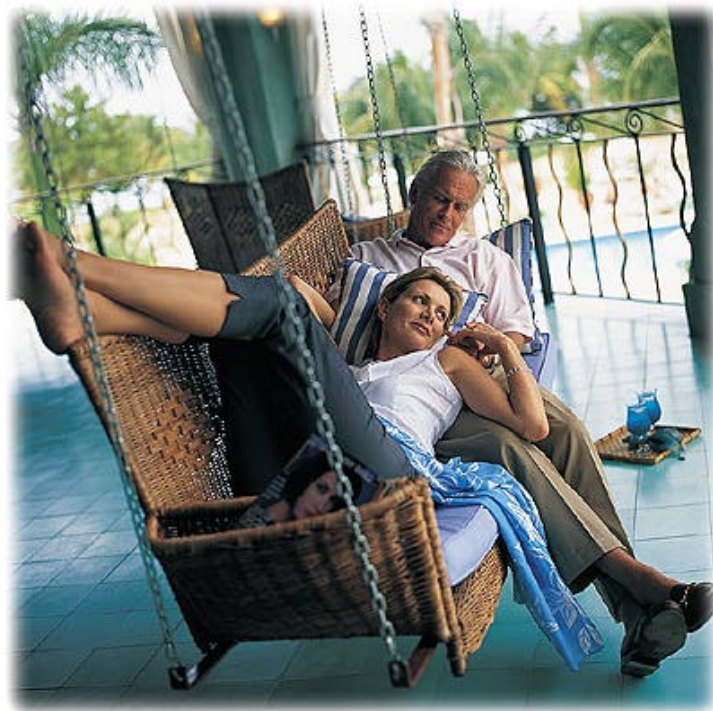


**There will be lots of
paperwork before we
are done.**



**We will be working for
you to be sure it is all
done quickly and
correctly.**

**After all is said and done
and you are happily settled
in your new home . . .**



**. . . I will be around to wish
you well and later help you
with any of your
Real Estate Needs.**

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5. What are all the things you are looking for in your new home?
6. If you had no choice, which of these things could you do without?
7. If we found you the right house today, are you ready to buy today?

**Thank you for choosing On
Track Realty and Me**

**I look forward to helping you
find your new Home!**



**It's as
good
as done!**