

## A Proven "3 step Approach" To Selecting The Right Property

- Step 1. Approach The Home Buying Process Objectively  
No perfect house...85% rule.  
The good ones go quickly  
Avoid second guessing syndrome, commonly referred to as "buyer's remorse."
  
- Step 2. After Viewing Each Property Ask Yourself 3 Questions  
What did I like about the property?  
What, if anything, would I want or need to change?  
If the price were right, could I see myself owning this property? If yes, at what price?
  
- Step 3. Remember You Have 3 Safety Nets Available To You  
Your judgment as an educated/informed buyer  
The CMA prepared by your agent  
The option of an appraisal rider