



HOW TO STAND OUT IN A MULTIPLE PROMISE TO PURCHASE?

Do you want to become a homeowner soon? Here are a few tips to help you develop an effective strategy and stand out from the crowd.

1. OBTAIN A FINANCIAL PREQUALIFICATION

Pre-approval can save you valuable time. Indeed, it will allow you to identify the amount you can afford and thus target your property search according to your price level. Ideally, you should make an appointment with a mortgage consultant before you even begin your property visits.

2. BE WELL ACCOMPANIED BY A REAL ESTATE BROKER

Working with a real estate broker who is experienced in multiple promise to purchase situations can greatly assist you in this process. He will be able to direct you, answer your questions and find the property you are looking for. In addition, if possible, make sure that your broker will take the opportunity to travel to better present your offer and ensure that it is well understood by sellers.

3. MAKE YOUR OFFER SHINE

What you need to know is that a promise to purchase includes several conditions, all as important as the price. Being flexible on the occupancy period, or taking into consideration the elements listed on the description sheet, i.e. inclusions and exclusions, are factors that should not be overlooked and that will certainly help you stand out from the crowd. You can also attach a letter to your offer explaining your motivations for wanting to acquire this property.

4. ESTABLISH A STRATEGY WITH YOUR REAL ESTATE BROKER

When the time comes to write your promise to purchase, discuss with your real estate broker when and how much you should spend in order to put all the chances on your side. It has become common for sellers to receive many proposals. Your broker will therefore be your ally in evaluating the best strategy for you to accompany you through this process.

By truly understanding your needs, the broker will be able to build an offer that represents you and put all the chances on your side to acquire the property you want. The real estate market is growing rapidly in the Eastern Townships, so don't hesitate to put your property up for sale!

For more information, contact our team at 819 868-6000. It will be our pleasure to help you!