

## **1—Now that you found me...**

Why me? Because I work **for** my buyers with loyalty, dedication and professional guidance required for likely the largest single transaction in your life to go smoothly. I am your **Change Master**.

## **2—Your Risks**

Three of the biggest risks my buyers face are: a) that they will miss the best property on or off the market and will settle for lesser value and b) that they will overpay for their home and c) that something is wrong with the property and no one is telling them. In our first meeting I address these risks and fears and I offer solutions for them.

## **3—Buyer Packet**

I will prepare for you a tailored packet that contains all essentials for buying real estate property in New York City, including attorneys and lenders suggestions, estimates of closing costs, maps and more. This will help you bring clarity to the process, costs, representation and get you started.

## **4—Your Needs and Wants**

I ask questions and I listen. Simple. For every single requirement you share with me, I will ask you "Why?". If this is clear to me and to you, our search to find your dream home will be much shorter. Time is money.

## **5—Understanding the Market**

In our first meeting, I will share my knowledge of the local real estate market with you. Namely, how many properties in our price range enter contracts, how much is negotiability, how many close at or above the ask, and more.

## **6—Negotiations**

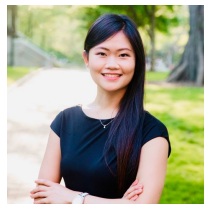
Negotiations are important skills in any market. I will ensure that you get clarity on our negotiating strategy, so you buy your dream property on the terms acceptable to you. This strategy will be different if we face multiple offers situations.....or not.

## **7—Attorney, lender, contractors, appraiser, movers, managing agent, listing brokers, painters, title, etc.**

There will be many players involved. Think of me as a quarterback of your team. My job will be that everyone does his or her job and no one drops the ball!

## **8—Closing**

Happy day! You get the keys to your new home, and I gain a customer for life. My goal is to remain in your life and help you with all real estate questions and issues, for you and your family and friends.



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