

First Time Buyers Are A Pleasure To Work With

Maybe it's just my niche I don't know for sure but I enjoy working with first time buyers who don't understand the whole process and want guidance. I find it personally rewarding. This is not to say that I won't or don't like working with more experienced buyers who have been around the block a few times, I do like that too but there is something about dealing with a new home buyer that I enjoy.

Yesterday I took a young couple with a child who had just both received PHD degrees and were ready to purchase their first home after renting all through school. They contacted me about 3 weeks ago via an email request through one of my web sites asking to see a short sale and I called them back. It was a great deal and in a super location and priced to sell. I talked to them about being pre-qualified and the usually first conversation. I then called the listing agent who I have known for a decade and he told me that they already had 4 offers on it after 2 days market time.

I called them back and asked them if they knew what a short sale was and explained that there were already multiple offers on it and asked for the details of their pre-approval and they said it was 95% financing, they have high student loans to pay off but are both employed. I told them that they had little chance of getting this property and did they understand what a short sale was. They asked me if they could see it anyway and meet me and talk about the process and meet face to face. They knew absolutely nothing except what they have read and seemed to feel better after I explained their situation and why they would have little chance getting that particular property.

It was easy and they both talked to me on the phone so I did it and spent about 45 minutes explaining short sale, foreclosure, all the steps and why they would not be able to get this property with a 95/5. We hit it off and then I set them up on a search on our MLS.

Yesterday I showed them 3 totally different properties, a house, a vintage condo and a 60's elevator building condo. They liked and did not like different things about all three of the properties but I felt that they were honest and that we have some trust and that we developed a good working relationship.

I have a feeling I will end up getting them a home and I get a kick out of being the one to guide them through the process. I feel like there is some trust being built here.

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