

YOUR BFF IN REAL ESTATE PRESENTS

5 Smart Steps to Finding the Right Home (and Loving the Process)

HOW TO WIN IN A SELLER'S MARKET (WITHOUT LOSING YOUR MIND)

Hey there, future buyer! If you're diving into the real estate market and noticing things are moving fast and prices feel a little... spicy, you're not imagining it. In a seller's market, demand is high, inventory is tight, and you've got to be ready to roll. But don't worry—Your BFF in Real Estate has your back. Here's how to stay ahead of the game:

1. Get Clear on What Matters Most

Before you dive into listings, take time to define your priorities. Think about:

- Must-haves vs. nice-to-haves (location, number of bedrooms, amenities)
- Location preferences (commute, school district, vibe)
- Budget range and comfort level (remember to factor in 5% per year for maintenance)

Pro-tip: Write down your top 3 non-negotiables and top 3 dream features. This keeps you focused and grounded.

2. Understand Your Buying Power

A quick chat with a lender can show you what's possible—and save you time and stress later. Get pre-approved early to:

- Know your price range
- Show sellers you are serious
- Make confident decisions when the right home comes along
- Application fee (some places require it upfront!)

🔑 3. Explore with Curiosity (Not Pressure)

Open houses, tours, and drive-bys are your research tools. Use them to:

- Learn about the market
- Compare options
- Clarify what you really want (and don't want!)

Pro-tip: Keep a running list or take photos to remember your reactions.

👩 4. Trust the Process—and Your People

The right home will reveal itself. When it does, you'll be ready.

Lean on your agent (hi, that's me!) to:

- Advise on value and offer strategy
- Handle negotiations
- Guide you step-by-step through the inspection, appraisal, and closing

I'll be your calm in the chaos, I promise.



❤️ 5. Celebrate the Win (and Get the Keys!)

You did it! Whether this is your first home or your forever one, it's a big deal.

I'm here for:

- Housewarming advice
- Referrals for movers, cleaners, or contractors
- Ongoing Support for all things homeownership

Let's Stay in Touch!

Visit **www.bethanyfriesner.com** or call/text me at **(978) 577-2667**.

You've got a BFF in Real Estate, every step of the way!

