



THE BUYER'S PLAYBOOK

A SMARTER WAY TO BUY A HOME

ALL THINGS REAL ESTATE

TEAM BASSETT REALTY LLC | SERVING EASTERN CONNECTICUT | 860-334-1693

BUYING A HOUSE IS MORE THAN FINDING ONE YOU LOVE

The fun part is walking into a house and thinking, *this could be it*. But a successful purchase starts long before the showing and continues well after the offer is accepted.

Our job is to help you see the whole picture.

As a husband-and-wife real estate team with backgrounds in construction, renovation, design, staging, and investing, we don't just look at bedrooms, bathrooms, and pretty finishes. We look at the property, the numbers, the condition, the possibilities, the potential problems, and how it all fits your goals.

**We don't just help you find a house.
We help you understand what you're buying.**

OUR BUYING PHILOSOPHY

The goal isn't to buy just any house. It's to make a smart purchase that works for your life, your budget, and your future.

✓ Location	✓ Price	✓ Condition
✓ Layout	✓ Resale	✓ Repairs
✓ Financing	✓ Competition	✓ Potential
✓ Lifestyle	✓ Negotiation	✓ Long-term fit

THE TEAM BASSETT DIFFERENCE

WE SEE MORE THAN THE LISTING PHOTOS.

Because of our hands-on experience with houses, we naturally look beyond cosmetics. We can help you think through what is simply dated, what may be an easy improvement, what deserves a closer look, and where a property may have untapped potential.

THE BUYER

What do you actually need, want, and feel comfortable spending?

THE AGENT

How does this property compare with the market and competing homes?

THE CONTRACTOR

What looks like a simple project - and what could become a bigger one?

THE DESIGNER

Could the layout, finishes, or spaces work better with the right vision?

THE INVESTOR

Does the price make sense for the condition, location, and future resale?

THE NEGOTIATOR

How do we structure an offer that protects you while staying competitive?

You still make every decision. Our job is to make sure you have the information and perspective to make it confidently.

THE BUYING PLAYBOOK

FROM 'WE'RE THINKING ABOUT BUYING' TO KEYS IN HAND

01 START WITH THE GAME PLAN

Before we start opening doors, we talk about what matters: budget, location, timing, must-haves, deal breakers, property type, projects you're willing to take on, and what you want life to look like in the home.

02 GET FINANCING READY

If you're financing, a strong pre-approval helps define your price range and makes you ready when the right property appears. We'll also talk about cash needed for deposits, inspections, closing costs, and expenses beyond the down payment.

03 BUILD YOUR SEARCH

We narrow the search without boxing you in. Sometimes the right home is exactly what you pictured. Sometimes it's the one you almost skipped because you couldn't see past the paint, furniture, or listing photos.

04 LOOK AT HOUSES DIFFERENTLY

At showings, look past decor. Pay attention to location, lot, layout, natural light, mechanical systems, roof, windows, foundation, water, septic or sewer, heating, electrical, and how the house has been maintained.

05 FIND THE POTENTIAL

Ugly isn't always bad. Dated isn't always expensive. A strange room may have an easy solution. Our renovation and design background can help you picture what a property could become without pretending every project is simple.

06 KNOW BEFORE YOU OFFER

Before writing, we look at comparable sales, asking price, time on market, property condition, competition, disclosures, and anything else that may affect value or strategy.

07 WRITE A STRONG OFFER

Price matters, but so do financing, deposit, inspections, appraisal, closing date, contingencies, and overall terms. The strongest offer isn't always the highest one. We help you understand where you can be competitive without making decisions you're uncomfortable with.

08 INSPECTIONS & DUE DILIGENCE

Inspections aren't about making an older house brand new. They're about understanding what you're buying. Depending on the property, due diligence may include home, septic, well, water quality, radon, termite, structural, environmental, or other specialized inspections.

09 APPRAISAL & FINANCING

If you're financing, your lender continues underwriting while the property may be appraised. We stay in communication and help keep the real estate side moving while your lender handles the loan.

10 FINAL WALK-THROUGH

Before closing, we return to the property to make sure it is in the expected condition, agreed items remain or were removed, and negotiated repairs or terms have been addressed.

11 CLOSING DAY

Your attorney and lender handle the final legal and financial pieces. Once closing is complete and the transaction is officially recorded, it's time for the best part: the keys.

HOW TO WALK THROUGH A HOUSE

It is easy to get distracted by furniture, paint colors, or a beautiful kitchen. We encourage buyers to slow down and look at the things that are harder - and more expensive - to change.

LOCATION & LOT

Road, neighborhood, privacy, drainage, driveway, sun, yard, neighboring properties.

LAYOUT

Room sizes, flow, stairs, storage, bedrooms, bathrooms, and whether the layout fits daily life.

STRUCTURE

Foundation, floors, visible framing, cracks, additions, decks, and signs of movement or moisture.

SYSTEMS

Heating, cooling, electrical, plumbing, water source, septic/sewer, and approximate ages where known.

EXTERIOR

Roof, siding, windows, doors, grading, gutters, porches, garages, sheds, and retaining walls.

POTENTIAL

What could be improved reasonably? What would require major construction? What should simply be left alone?

A showing is not a home inspection, and we're not a substitute for licensed inspectors or other specialists. But we can help you know what questions to ask and when something deserves a closer look.

10 BUYER MISTAKES TO AVOID

1. Shopping seriously before understanding your financing.
2. Focusing only on the monthly mortgage payment and forgetting taxes, insurance, utilities, maintenance, and repairs.
3. Falling in love with finishes while ignoring location or layout.
4. Assuming every older or dated house is a bad investment.
5. Assuming every newly renovated house was renovated well.
6. Making large purchases or opening new credit while your mortgage is in process.
7. Skipping due diligence you actually need just because the market is competitive.
8. Expecting an inspection to turn an existing home into a brand-new house.
9. Changing jobs, moving money, or making financial changes without speaking to your lender.
10. Letting fear - or excitement - make the decision instead of the facts.

THE OFFER IS MORE THAN THE PRICE

When competition is strong, buyers often ask, *What do I have to offer to win?* There isn't one answer. Every seller and every property is different.

We look at the whole package:

- Purchase price
- Financing
- Deposit
- Inspection terms
- Appraisal terms
- Closing date
- Seller concessions
- Property-sale contingencies
- Other requested terms

Our goal is not to pressure you into the house.

Our goal is to help you make the strongest offer you are comfortable making.

WHAT IF THE HOUSE NEEDS WORK?

This is one area where our experience can be especially helpful. A house that needs work may be an opportunity - or it may be the wrong project for you. We'll help you think through scope, priorities, layout possibilities, resale considerations, and whether the project matches your budget and appetite for renovation.

Sometimes the best house is the finished one. Sometimes it's the one everyone else overlooked.

THE TEAM BEHIND YOUR SEARCH



GEORGE

A mechanic by trade and carpenter by experience, George brings years of home improvement, finish carpentry, millwork, renovation, and construction knowledge to the way we look at properties.

HEATHER

Heather brings the real estate, staging, design, and renovation-planning side - looking at value, presentation, layout, possibilities, and how a property fits both your life now and your plans later.

Together, we bring a practical, hands-on perspective to the home-buying process.

YOUR BUYER GAME PLAN

TARGET AREA	
COMFORTABLE PRICE RANGE	
TARGET MOVE DATE	
PROPERTY TYPE	
MUST-HAVE #1	
MUST-HAVE #2	
MUST-HAVE #3	
DEAL BREAKER	

BEFORE WE START SHOPPING

- ☐ Financing/pre-approval ready
- ☐ Budget established
- ☐ Search area established
- ☐ Must-haves identified
- ☐ Deal breakers identified
- ☐ Questions ready

READY TO FIND IT?

You don't need to know exactly what house you want before you call us.

Part of our job is helping you figure that out.

**Ask questions.
Look at possibilities.
Understand the property.
Know your numbers.
Then make the move that makes sense for you.**

TEAM BASSETT REALTY LLC

ALL THINGS REAL ESTATE

Real Estate • Staging • Design • Construction Experience

860-334-1693 • Serving Eastern Connecticut

**WE DON'T JUST SHOW HOUSES.
WE KNOW HOUSES.**