Mary McKeever Broker I Owner
IDLR.net I mary@idlr.net I 512-269-1005

IDLR LUXURY BUYER PROCESS GUIDE

A discreet, highly customized approach to acquiring exceptional property.

1. Private Discovery & Alignment

Understanding what matters—before we ever tour a home.

We begin with a confidential discovery conversation designed to surface more than basic criteria. This is about lifestyle, pacing, risk tolerance, and long-term intent.

We explore:

- Primary vs. secondary use, holding horizon, legacy goals
- Architectural preferences, materials, privacy expectations
- Daily patterns: work, travel, entertaining, wellness
- What has not worked in past purchases
- Decision style: fast-moving vs. deliberate

The goal is clarity—not pressure. The better we understand you, the quieter and more precise the process becomes.

2. Privacy First: NDA & Discretion Protocol

Protecting your identity, intent, and negotiating position.

When discretion is preferred, we execute a Non-Disclosure Agreement (NDA) at the outset and establish communication boundaries.

This includes:

- Off-market inquiries made without attribution
- Controlled disclosure with sellers and listing agents
- Private tour coordination (limited parties, limited exposure)
- Secure handling of financial and personal information

3. Internal Buyer Profile & Back-End Support

A process built to remember everything—so you don't have to.

Behind the scenes, IDLR maintains an internal buyer profile that tracks and refines your preferences in real time.

Our system tracks:

- All properties viewed (on and off market)
- Your feedback—what resonated and what didn't
- Price sensitivity and value perception by neighborhood
- Design elements, layouts, and land attributes you favor

This allows us to sharpen recommendations, avoid redundancy, and anticipate what you'll respond to next.

4. Curated Market Access
On-market, off-market, and quietly available.
Based on your profile, we curate opportunities rather than forwarding listings.

You receive:

- Targeted on-market selections
- Off-market and pre-market opportunities
- Private introductions when appropriate
- Strategic guidance on when not to pursue a property

Quality over volume—always.

5. Neighborhood & Micro-Market Overview
Context creates confidence.
Before or alongside showings, we provide tailored neighborhood briefings that go beyond surface-level comps.

Covered insights may include:

- Long-term value drivers and constraints
- Zoning, overlays, and development pressure
- Privacy considerations and future adjacency risk
- Architectural consistency and resale dynamics
- Lifestyle alignment (quiet, social, emerging, established)

6. Financial & Strategy Review
A clear-eyed look at structure, not just price.
We coordinate a financial overview aligned with your goals—whether personal, investment, or legacy-focused.

This may include:

- Pricing strategy and value benchmarks
- Jumbo loan considerations and liquidity planning
- Cash vs. leverage tradeoffs
- Hold strategy and exit optionality

7. Buyer Information Session: Texas Contract Process
No surprises. No rushed decisions.
Before writing an offer, we host a focused information session to walk through the Texas buyer process.

We review:

- Texas purchase contract structure
- Key timelines, contingencies, and termination rights
- Earnest money and option periods
- Negotiation leverage points
- Common pitfalls—and how we avoid them

This ensures decisions are made from understanding, not urgency.

8. Trusted Advisory Network
Experts who understand high-value property.
We recommend inspectors, lenders, and specialists experienced with luxury homes, estates, and complex assets.

This may include:

- Inspectors familiar with custom construction and acreage
- Specialists for waterfront, hillside, or legacy properties
- Jumbo and private banking lenders
- Environmental, survey, or land consultants when applicable

Introductions are thoughtful and optional—never transactional.

9. Negotiation, Execution & Advocacy
Quiet leverage. Clear thinking.
We manage negotiations with restraint and strategy, always protecting alignment with your goals.

Our role:

- Positioning offers intelligently
- Reading seller motivation and timing
- Advising when to proceed—and when to walk away
- Managing details through contract, diligence, and closing

FINAL THOUGHTS

In complex markets, the greatest risk is rarely overpaying—it's moving forward without full context.

At IDLR, our role is not simply to help you buy property. It is to apply seasoned market knowledge, pattern recognition, and judgment earned over time—so decisions are made with clarity rather than urgency. We focus on alignment: between the asset and your long-term goals, between timing and market conditions, and between opportunity and restraint.

Because we work in Austin daily—and maintain long-standing relationships across ownership, development, lending, and advisory circles—we often see shifts before they become headlines. This perspective allows us to advise not only on what is available, but when to engage, when to wait, and when to walk away entirely.

Privacy matters. Leverage matters. But most of all, trust matters.

Our approach is intentionally client-first, relationship-driven, and designed for longevity—not transactions. The success of our work is measured less by closings and more by confidence: the quiet assurance that the decision made today will still feel right years from now.