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Curtis Wallace Real Estate .Com

Buyer Funnel: Clarifying Your Choices

 ALL AVAILABLE HOMES
(MLS, NEW, FSBO)

Core Goal:
CREATE CLARITY.
(Feel confident in your decision)
• What You Want
• What You Can Afford
• How the Market Works





Core Goal:
ELIMINATE DECISION FOG.
(Avoid overwhelm & Know exactly what to expect)
• Transition from Shopping
• Focused Searching
• Predictable Timeline

REVIEW & ADJUST FEEDBACK LOOP
(Protective & Proactive)

FIND THE PERFECT FIT

AVOID EMOTIONAL OVERPAYING


ROLLING TOP THREE (CMA)

 **THE GOAL:** 
Helping You Recognize
'The One' with Confidence.

Find the right home. Avoid overpaying. Never miss an opportunity.