

MATHEW THERIAULT

BUYER REPRESENTATION

Navigate the market with clarity, confidence and a plan built around your future.

Expert guidance to help you find a property that fits your life today and offers lasting equity and long-term value.

YOUR HOME, OUR MISSION.

A HOME IS MORE THAN A PURCHASE PRICE

It is a major financial decision, a place to build your life and, in many cases, one of your most important long-term assets. My role is to help you make that decision with good information, strong representation and no unnecessary pressure.

Calgary & Area Buyer Representation Guide

What buyer representation does for you

A successful purchase is rarely about finding the first property that looks good online. It is about understanding your options, recognizing value, managing risk and making each decision from a position of confidence.

01

Strategy & Priorities

We define your goals, preferred communities, budget, timing and non-negotiables before the search becomes noisy.

02

Focused Property Search

I monitor suitable opportunities, identify overlooked options and help separate strong candidates from distracting listings.

03

Property Evaluation

We look beyond finishes and staging to consider location, layout, lot, condition, resale appeal and future marketability.

04

Offer & Negotiation

I prepare a clear offer strategy based on the property, comparable activity, competition, conditions and your comfort level.

05

Due Diligence

I help coordinate financing, inspection, document review and other conditions while keeping deadlines and decisions organized.

06

Closing Coordination

From accepted offer to possession, I communicate with the professionals involved and help keep the transaction moving forward.

LOOKING BEYOND THE SURFACE

How we identify long-term value

The right property should work for your daily life, but it should also make sense as an asset. No one can guarantee future appreciation, but thoughtful buying can improve your odds of owning a home with enduring demand and flexibility.

- **Location fundamentals:** Access, community appeal, schools, amenities, transportation and surrounding development plans.
- **Resale-friendly features:** Practical layouts, natural light, usable outdoor space, parking, storage and broad buyer appeal.
- **Condition and ownership costs:** The age and state of major systems, likely maintenance, renovation needs and potential surprises.
- **Property limitations:** Easements, restrictive covenants, condominium documents, unusual layouts or site conditions that may affect use or resale.
- **Future flexibility:** Room for changing family needs, work arrangements, accessibility, renovations or eventual resale plans.

GOOD BUYING IS NOT ABOUT PREDICTING THE FUTURE. IT IS ABOUT MAKING A WELL-INFORMED DECISION THAT CAN STAND THE TEST OF TIME.

A clear path from first conversation to possession

Every purchase is different, but a disciplined process keeps the important details from getting lost. Here is what working together generally looks like.

1

Buyer Consultation

We discuss your goals, timeline, financing position, preferred areas and what a successful purchase looks like for you.

2

Representation & Preparation

I explain the service relationship, required documents and next steps so you understand the process before making an offer.

3

Search & Property Tours

We review suitable listings, tour serious options and refine the search as your priorities become clearer.

4

Market Review & Offer Strategy

Before writing, we assess the property, comparable activity, potential competition, terms and negotiation approach.

5

Conditions & Due Diligence

We manage the conditional period, professional inspections, financing steps, document review and key deadlines.

6

Closing & Possession

I help coordinate the final details with your lawyer, lender and other professionals, then remain available after the keys are handed over.

REPRESENTATION BUILT AROUND YOUR INTERESTS

You deserve straightforward advice, careful preparation and a professional who will tell you when a property deserves a closer look - and when it may be smarter to walk away.

READY TO START?

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Important note

This guide is for general information only. Specific services, obligations and representation terms are established in written agreements. Legal, mortgage, inspection, tax and other specialized advice should be obtained from the appropriate qualified professional.