

BUYER TOURING GUIDE

HOW SHOWINGS WORK
+ WHAT TO EXPECT
BEFORE WE START TOURING



BRITTNEY MCDONALD, NC & SC REALTOR



BEFORE WE TOUR

Before showings are scheduled, the following must be completed:



BUYER CONSULTATION



**MORTGAGE PRE-APPROVAL
OR PROOF OF FUNDS**



**SIGNED BUYER AGENCY
AGREEMENT + RETAINER FEE**



CLEAR BUYING TIMELINE



**CONFIRMED
SEARCH CRITERIA**



Tours are for buyers who are actively prepared to make an offer NOW-30 days. This ensures we are viewing homes that match your current budget, timeline, and ability to move forward if the right property becomes available.



WHY I LIMIT TOURS TO 3 HOMES PER DAY

I schedule up to three homes per tour day.

After three homes, the details can start to blend together. Layouts, finishes, neighborhoods, pricing, and condition can become harder to compare clearly.

Limiting tours helps you slow down, evaluate each home properly, and make a better decision instead of rushing through properties just to check boxes.



MORE HOMES DOES NOT ALWAYS MEAN
BETTER DECISIONS.

WHAT WE LOOK FOR

During Tours

During each showing, the focus goes beyond aesthetics. We are evaluating whether the home truly aligns with your needs, lifestyle, budget, and long-term goals.

- ✓ LAYOUT AND FUNCTIONALITY
- ✓ LOCATION AND COMMUTE
- ✓ CONDITION OF THE HOME
- ✓ PRICING COMPARED TO THE MARKET
- ✓ POTENTIAL REPAIR CONCERNS
- ✓ RESALE CONSIDERATIONS
- ✓ NEIGHBORHOOD FIT
- ✓ MONTHLY PAYMENT COMFORT
- ✓ WHETHER THE HOME SUPPORTS YOUR ACTUAL LIFESTYLE



The goal

IS TO DETERMINE WHETHER THE HOME MAKES SENSE, NOT JUST WHETHER IT PHOTOGRAPHS WELL ONLINE.



THE 6-HOME REGROUP

Pause...



IF WE SEE
6 HOMES AND
NOTHING FITS,

we pause

If we tour six homes and none feel like a serious option, we will pause and regroup before scheduling more showings.

At that point, something may need to be adjusted, such as:

- ✓ **BUDGET**
- ✓ **LOCATION**
- ✓ **MUST-HAVES**
- ✓ **DEAL BREAKERS**
- ✓ **STYLE OF HOME**
- ✓ **CONDITION EXPECTATIONS**
- ✓ **TIMELINE**
- ✓ **SEARCH STRATEGY**



This doesn't mean you're doing anything wrong. It simply means we need to reassess so we are not wasting your time or touring homes that are not aligned with what you actually want.

WE TOUR WITH *Intention*

The goal is not to see every home.

THE GOAL IS TO TOUR INTENTIONALLY, UNDERSTAND YOUR OPTIONS,
AND MOVE FORWARD CONFIDENTLY WHEN THE RIGHT HOME MAKES
SENSE.



BRITTNEY MCDONALD, NC & SC REALTOR



I'm here to provide clear guidance, advocate for your best interests, and help you identify the home that truly makes sense for your needs, goals, and lifestyle.