



# BUYERS' GUIDE

**BEN WOELK**  
**REALTOR®**


**RE/MAX**  
**ONE GROUP**

EACH OFFICE INDEPENDENTLY OWNED AND OPERATED

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# BEN WOELK

REALTOR®

Ben grew up in Winkler, MB, and moved to Winnipeg in 2016. He married his wife, Paige, in January 2020, and together, they brought home their dog, Scout, the following April. Ben began working on his real estate licensing courses during the first wave of the COVID-19 pandemic, and began working with RE/MAX One Group in 2021.



Lives in Winnipeg with his wife, Paige, and dog, Scout.



Hobbies include golfing, running, hiking, cooking, and exploring local restaurants/breweries/patios



Married Paige in January 2020



Was part of the first graduating class from Northlands Parkway Collegiate in Winkler in 2014.



Favourite movies include Shawshank Redemption, Interstellar, Inception, and The Truman Show



Favourite aspect of a home is the layout. Despite the similarities between many, the intricacies of others fascinate him.

## WHAT I BRING TO THE TABLE



Prior to real estate, I worked in medical billing. I worked directly with anesthesiologists, which taught me about professional and prompt communication. This is a skill-set I am effectively transferring over into real estate.

I believe that in order to succeed, you have to work hard. In addition to that, when other people ask me to do a job for them, or lean on my expertise for guidance, I believe it's paramount for me to put in the work to earn their trust.



Earning your trust and doing a job for you means that I put your best interests ahead of everything else - and that's what I always do.



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# The Gameplan

After we've gotten to know each other, I can start to evaluate what you're looking for, and how we'll find it. The goal is to find a property that suits your needs, and satisfies your wants. In a basic sense, this is what that process will look like:

## The Conversation

I begin to understand your needs, wants, and motivations. I set you up on an MLS search that shows you recent listings as they hit the market.

.....



STEP  
**01**



STEP  
**02**

## The Showings

I will be your primary contact for any property. Whether it's an FSBO or on the MLS, let me schedule showings and gather all of the relevant information for you.

.....

STEP  
**03**



## The Offer

When we find a property that you like, we'll want to put an offer on it fairly quickly. I will make sure that you understand the offer process, the contract, and the possible outcomes.

.....

STEP  
**04**

## The Acceptance

Congrats! Your offer was just accepted. Now what? Between securing financing, an inspection, and making sure everything goes smoothly, I'm on your team, and will work on your behalf to ensure a smooth transition.

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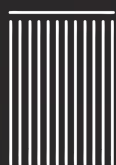


## The Possession

You did it! Move-in day will be a long one, but enjoy the process.

.....

STEP  
**05**



# SERVICES PROVIDED

## DID YOU KNOW?

Buyers don't actually pay their REALTOR® - commission gets paid by the seller.



## CUSTOM EMAIL SEARCH

Once we've gotten to know each other, I can go over your criteria for a property, and set up a search for you. That search will send you new listings that fit those criteria the moment they hit the market, so that you can be the first to see it.



## PRIMARY CONTACT

I will be your primary contact throughout the process. If any property comes up that you want to see, I'll set up the showing. If there are any issues that you need dealt with, I'm your guy. If you have a question, you can ask me any time.



## MARKET OVERVIEW AND COMPS

While we're going to showings and seeing properties that seem promising, I'll be doing research, providing you with comparable properties and market information that could help you make an informed decision about whether or not to write an offer.



## HOME REVIEW

While we're looking at any home, I'll be there by your side, offering advice, observations, and helping you decide for yourself what your impressions of the property are. Many showings can blend into one another, and I can help you stay focused on what is right in front of you.



## OFFER TO PURCHASE

When you decide you want to write an offer, there will be some decisions to be made. Price? Conditions? Possession date? I'll help you to write an offer that not only puts your best foot forward, but comes across as attractive as possible so that you are given an opportunity to close on a house that excites you.



## NEGOTIATING

I will negotiate on your behalf and with your best interests in mind. I will always make sure you're protected, and you'll be kept in the loop for the entire process.



## COORDINATING WITH THE PROS

After we get an accepted offer, we'll have to work at satisfying the conditions on the offer. My trusted network will be happy to help, or if you have your own network of professionals (lawyers, mortgage broker, etc), I will happily work with them to ensure everything gets done smoothly and on time.



## CELEBRATION \*(OPTIONAL)

I will happily celebrate alongside you when you get possession. It's no cost, and no hassle, as it's one of my favourite parts of my job. This is the start of an exciting new time in your lives, and I'm so grateful to have been a part of it.



# PLANNING EFFECTIVELY

Planning ahead helps avoid challenges further down the road, and ensures we're all on the same page.

Here are some things we'll talk about prior to purchasing your home with me:

## FINANCES

We will discuss your pre-approval and personal budget, as well as closing costs and other costs.

## NEEDS VS WANTS

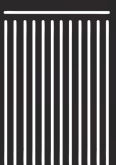
It's rare that someone gets 100% of what they're looking for in a house. Let's set your priorities, and discuss what's realistic within your budget.

## THE PROCESS

We will share expectations for one another, as well as what you'll all need to have prior to writing an offer.

## FINALIZING

I'll make sure you understand who will all be involved in the transaction and what their role is in the process.



# TIME TO WRITE AN OFFER



Homes are unique, and so is the process of writing an offer. Each time will be slightly different from the last. We will always discuss the process on a case-by-case basis, but there are some generic common elements to every offer that must be considered.

Common elements to every offer include:

- Offer Price
- Deposit and Down Payment amounts
- Possession Date
- Conditions (if any), to be completed within a specified time frame



Negotiations will always take place between the two agents. You will never have to negotiate with the seller yourself. My job and goal is to get the best outcome for you, and I work to negotiate solely in your best interests.

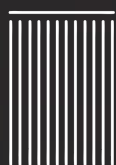


The largest one-time cost is usually the down payment, which typically accounts for between 5% and 25% of the total price. Keep in mind that your deposit goes towards the cost of the down payment. There is no standard amount for a deposit, and will be discussed on a case-by-case basis. Any conditions you write in the offer are there to protect your deposit, so that if any of the conditions you set aren't satisfied you can get your deposit back.

Three of the most common conditions that we can add to your offer are:



- Subject to obtaining mortgage financing
- Subject to the seller providing a Property Disclosure Statement
- Subject to a home inspection, satisfactory to you (the Buyer)



# IT'S MOVING DAY!

Possession day can be chaotic. There's always lots to get done. Don't hesitate to give me a call if you need help with anything or have any questions. Despite the chaos, the joy around possession day is a big part of why I love my job. Below are some of the things to get done as soon as you get possession:

Take your meter readings and call into the appropriate utility companies.

Turn on all appliances (if they were included in the deal) to ensure all are in working order.

Turn on all taps, flush all toilets to ensure plumbing is in working order. Do the same with all light switches and electrical sockets to ensure electrical is also in working order.

Although not required, it's a good idea to get your locks changed.

Although previous owners will generally leave the home quite clean, you might still want to do a deep clean of the place. Come prepared with lots of cleaning supplies.

**Most importantly enjoy the day, enjoy your investment, and share the experience with your family and friends, as this will be a lasting memory!**

