

—
**Your New
HOME
Awaits**

Buy Dirt. Build Dreams.



**Brady Dutchak
Realtor®**

701.690.1554

BradyHomesND.com



CENTURY 21®
Morrison Realty

1142 W Turnpike Ave, Bismarck, ND 58501

BRADY DUTCHAK

Since 2014, Brady has dedicated his career to helping others achieve their goals. He spent the early part of his career as a coach before launching his real estate career. His clients most appreciate his no pressure approach and keeping his clients' needs front and center.

Brady is a western North Dakota native. With a background in coaching, Brady takes pride in his ability to teach. He specializes in simplifying the real estate process for his clients, whether they are buying or selling. As a proud member of the CENTURY 21 Morrison Realty family, Brady carries the values of hard work, integrity, and outstanding client service into everything he does.

When Brady isn't making home ownership dreams come true for his clients, he enjoys spending time hunting, fishing, and engaging in local sports.



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MISSION STATEMENT

It is my mission to provide you top-tier service. I strive to create a positive experience where you feel comfortable and secure throughout the process knowing that I am prioritizing your best interest. I believe working hard and helping others achieve their goals is one of the most rewarding experiences in life. I am dedicated to building long-term relationships and earning referrals from my clients by being honest and straightforward. When we work together you can trust that I am committed to serving you.

"Commitment is when you refuse to give yourself an excuse." - Drew Brees



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WHAT PAST CLIENTS ARE SAYING

"Brady was very knowledgeable and respectful. After visiting about what I was looking for in a home, he found properties that I may want to view and we started looking at houses within my pre-approval range. I am grateful he did this as it was my first time purchasing a home and I had no clue where to even begin! Brady was in regular contact with my lender to ensure everything was falling into place for the home buying process. - M.G.

"Brady was exceptional to work with from the beginning to end. The visuals presented during our first meet up was so useful. Overall our experience with Brady Dutchak was wonderful and I have already sent his name to others in my life looking for new homes!" - A.B.

"We were very happy working with Brady. He was very informative and patient. He was quick to find answers to our questions and helpful in all matters. There was no pressure while we made up our minds. I highly recommend Brady as a Realtor." - L.H.



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TRUST THE PROCESS

Meet with Real Estate Professional



Get Pre-Approved

Complete New Home Wishlist



Complete Pre-Purchase Paperwork

Broad Search for Homes (Top of the Funnel)

1

2

3

4

5



Make an Offer: Price, Terms, Dates, Include/Exclude, Contingencies

Keep a Rolling Top 3



View Properties

Narrow Down Search (Work Through the Funnel)



10

9

8

7

6

Contingency Period: Appraisal, Inspection, Financing, etc.

Prepare for Closing



Final Walkthrough

Closing



Become a Homeowner!!

11

12

13

14

15



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Benefits of Pre-Approval

- It removes the stress of not knowing
- We look at the “right” homes
- Once it is time to submit an offer, we are in stronger position because the Seller knows you are a serious Buyer
- We know the exact price and terms we need to negotiate to get the deal done
- We can close quicker



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MY PROVEN PROCESS

Laying the Foundation

- Identify needs and wants of the client
- Client is presented with a customized plan and expectations for effective communication

Implement the Plan

- Sign agreements and disclosures
- Work together as a team to accomplish client's goals
- Adjust plan as needed

Offers and Negotiations

- Inspections and investigations are scheduled and completed
- Contract contingencies are mitigated and removed

Problem-Solving

- Anticipate issues and strategize solutions
- Client presented with all options in order to negotiate effectively

Achieve Results

- Mitigate final obstacles to achieve goals

Service After the Sale

- Client receives follow up communications and care
- Brady is ready to assist client along their home ownership journey
- Client refers Brady to coworkers, friends, and family



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Until You Close on Your New Home...

- Do NOT change jobs or become self-employed
- Do NOT buy a car, truck, boat, RV, etc.
- Do NOT excessively use your credit cards or miss payments
- Do NOT spend the money you have saved for your down payment
- Do NOT buy furniture before you buy your house
- Do NOT originate any new inquiries on your credit report
- Do NOT make any unusual large deposits into your bank account
- Do NOT change bank accounts
- Do NOT co-sign anything for anyone



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SHOWING GUIDELINES

A few things to keep in mind as we look for your new home:

- Dress comfortably. Wear slip-on shoes if possible.
- If you need a break to grab a water or use the restroom, we can stop between properties. Please don't ask to use the Seller's facilities.
- I make appointments for each of our showings. I do my best to build in some flex time so we aren't rushed. Some showings can be as quick as us walking in and immediately walking out. Other showings may take 15 minutes or more.
- You are encouraged to take notes on each property we view. Things you liked, things you didn't. This helps prevent the properties from "blending" together.
- ALWAYS assume the property we are viewing has audio/video surveillance.
- Share your thoughts on the properties with me. This will help us work together to find "The One."
- ENJOY the process! This should be a fun experience :)



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TYPES OF PROPERTY

Multiple Listing Service (MLS)

As a member of the MLS, I can show you any property. If you see a property online or a sign in a yard, call me to find out more information. If you want to see it, I'll schedule a time for us to look at it.

For Sale By Owner (FSBO)

If you see a FSBO and want the benefits of my representation, please let me contact the owner first. Often, a homeowner will work with an agent, even if his/her home isn't listed with an agent.

New Construction

I can work with most builders to get you the information you need, but I will need to accompany you to the property on the initial visit. By letting me help you with builders, you get all the benefits of working with me and those offered by the builder, without paying more. Many times, builders don't list all their new homes.



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MUST HAVES

WOULD LOVE TO HAVE

AVOID IF POSSIBLE

DEAL BREAKERS

WHAT'S NEXT?

Contact me today to book your FREE, no obligation, Buyer consultation!

- Identify Your Unique Needs
 - Every scenario is different. This is where I take the time to learn about your specific situation and you get a chance to interview me. We see if we are a good fit and if it makes sense to work together.
- Make Connections
 - I can help introduce you to professionals I trust to make your home buying process as easy as possible. Lenders, Builders, Financial Advisors, Property Managers, Insurance Reps, and more, I'll get you connected.
- Answer Questions
 - What are your biggest fears about buying a home? Ask your questions. Together we can make the home buying process less intimidating and ultimately more enjoyable!
- Create a Plan
 - If we choose to work together, we will leave this meeting with clear expectations and a path forward. Whether you're ready to buy a house today or it makes sense to wait for a year or more, I can help you get where you want to go.



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I'm looking forward to working with you
and helping you achieve your home
buying goals.

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