

THE DR. HAWS BUYER EXPERIENCE

We Don't Find Homes. We Find Your Dream.

Your complete guide to buying a home with David R. Haws — Doctor of Real Estate, Coldwell Banker Sugar House.

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■ [DoctorSold.Homes](https://www.DoctorSold.Homes)

WHY BUYERS CHOOSE DR. HAWS

Buying a home is the biggest financial decision of your life. You deserve an agent who treats it that way. Dr. Haws — nicknamed "Doc" since his golf days when his initials D.R.H. made the nickname inevitable — brings 20+ years of Utah market expertise, a genuine passion for people, and a relentless commitment to finding you not just a house, but the RIGHT home at the RIGHT price.

YOUR 8-STEP BUYING JOURNEY

Here is every step I take to find you the perfect home — from our first conversation to handing you the keys.

■ STEP 1 Discovery Consultation

We start with a conversation about your dream home, your lifestyle, your budget, and your timeline. I listen first — then I strategize.

■ STEP 2 Pre-Approval & Financing

I connect you with trusted lenders who get you pre-approved fast, so you can shop with confidence and make strong offers.

■ **STEP 3**
Custom Home Search

I set up a personalized MLS search and personally curate homes that match your criteria — saving you hours of scrolling.

■ **STEP 4**
Home Tours

I tour homes with you, pointing out what to love and what to watch out for. My trained eye protects you from costly surprises.

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Offer Strategy

In a competitive market, how you write an offer matters as much as the price. I craft offers that win without overpaying.

■ **STEP 6**
Negotiation & Acceptance

I negotiate on your behalf to get you the best price, terms, and concessions — protecting your interests at every turn.

■ **STEP 7**
Inspections & Due Diligence

I coordinate inspections and help you understand every report, negotiate repairs, and ensure you know exactly what you're buying.

■ **STEP 8**
Closing Day & Keys

I walk you through every document at closing, celebrate with you, and hand you the keys to your new home. This is your moment.

DR. HAWS' TOP BUYER TIPS

■ **Get Pre-Approved First** — Sellers take pre-approved buyers seriously. It also tells you exactly what you can afford so you don't fall in love with the wrong home.

■ **Know Your Must-Haves vs. Nice-to-Haves** — Write down your top 5 non-negotiables. Everything else is negotiable. This keeps you focused and prevents decision fatigue.

■ **Move Fast in Utah's Market** — Good homes go quickly. When you find the right one, be ready to act. I keep you prepared so you never miss an opportunity.

■ **Never Skip the Inspection** — A few hundred dollars now can save you tens of thousands later. Always inspect — no matter how perfect the home looks.

■ **Trust Your Agent** — My job is to protect you. If something doesn't feel right about a deal, I'll tell you. I work for YOU, not the commission.

WHAT BUYERS SAY

★★★★★ *"As a first-time buyer, I was terrified. Dr. Haws held my hand through every step and found me a home I didn't even know existed. He's the real deal."*

— Jennifer R., Salt Lake City, UT

★★★★★ *"From Mexico City to Salt Lake — Dr. Haws made our American dream a reality. He went above and beyond in every single way."*

— Carlos & Maria V., Holladay, UT

READY TO FIND YOUR DREAM HOME?

Call or text me today. Let's start your journey — the Dr. Haws way.

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