

PURCHASING
YOUR
HOME

with

LISA

KAUFFMANN

Home, Carefully Chosen.

Thoughtful guidance for one of life's most important decisions

LISA

KAUFFMANN



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Buying a home isn't about seeing the most properties.

It's about seeing the right ones.

Whether you're purchasing your first home, relocating to Calgary, investing, or searching for your forever home, my role is to help you make informed decisions with confidence.

With decades of experience buying, renovating and investing in real estate across Canada, Brazil and the United States, I know that the best purchase is rarely the one that creates the most excitement.

It's the one that continues to make sense years after possession.

I help my clients:

- Avoid costly mistakes
- Understand true market value
- Recognize hidden potential
- Negotiate strategically
- Buy with confidence rather than emotion

Every showing has a purpose.

Every offer has a strategy.

Every recommendation is made with your long-term interests in mind.



"Lisa noticed things during showings that we would never have seen ourselves."

"She went over and above our expectations"

A
BETTER
WAY TO
BUY

THE STRONGEST BUYERS BEGIN WITH A PLAN

Before we schedule showings, we'll spend time defining exactly what matters most to you.

Location.

Lifestyle.

Architecture.

Schools.

Investment potential.

Future resale.

Every property we view has a reason for being on your shortlist.

Because buying a home shouldn't feel overwhelming.

It should feel intentional.

My Buying Strategy Includes

- Comprehensive market analysis
- Private and off-market opportunities whenever available
- Honest evaluation of every property
- Renovation and value-add advice
- Strong negotiation
- Connections to trusted mortgage professionals, lawyers and inspectors
- Clear guidance through every condition and deadline

No unnecessary pressure.

No wasted weekends.

No guesswork.

THE
DYING
JOURNEY



01

DISCOVERY

Learning about your goals, lifestyle and long-term plans.

02

FINANCIAL PREPARATION

Connecting with trusted mortgage professionals and establishing your buying range.

03

PROPERTY SEARCH

A curated search based on your priorities not endless listings.

04

PRIVATE TOURS

Viewing homes that genuinely deserve your attention.

05

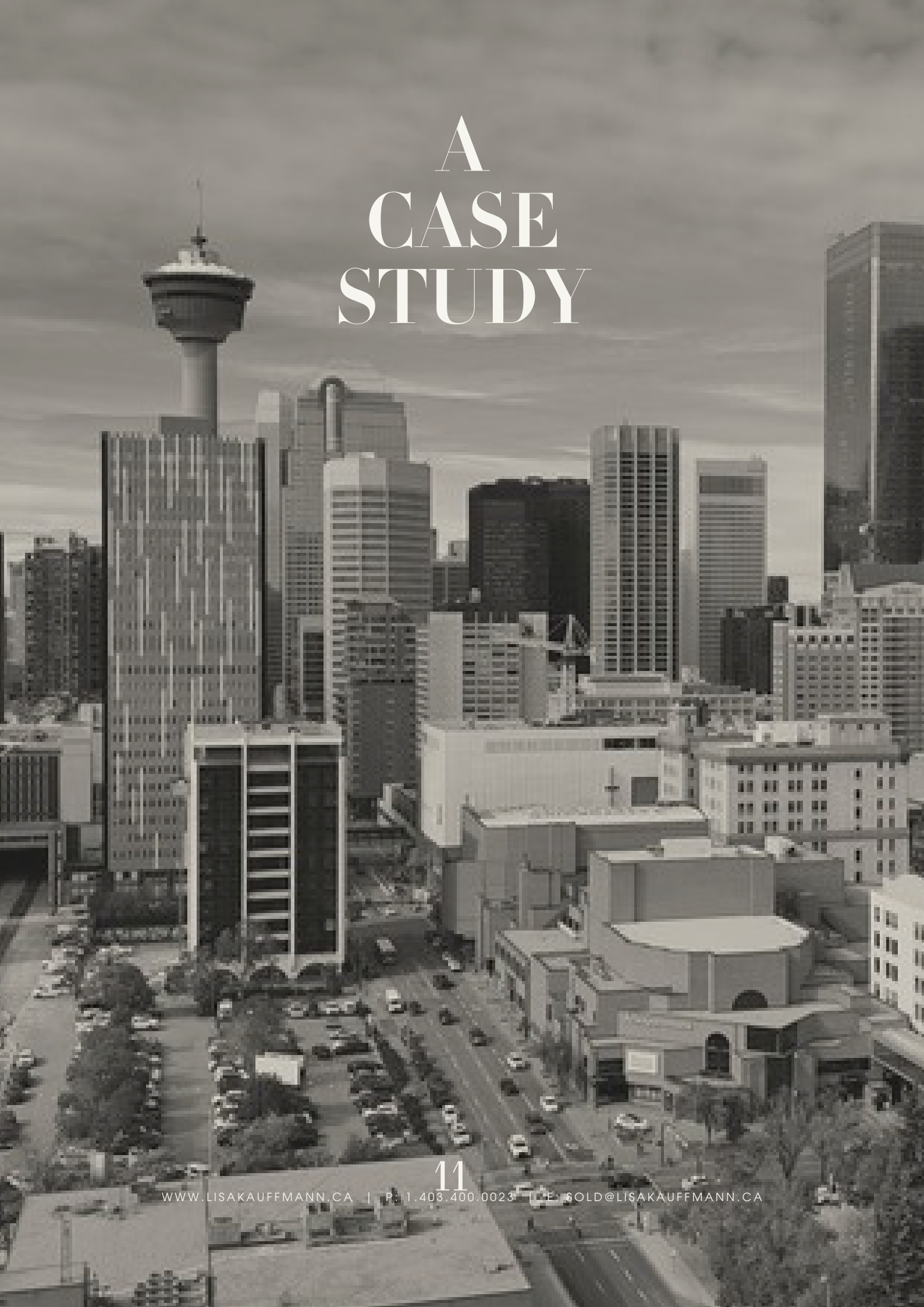
OFFER & NEGOTIATION

Protecting your interests while positioning you competitively.

06

POSSESSION

From inspections to keys in hand, I'll guide you through every final detail.



A CASE STUDY

11

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FINDING THE RIGHT HOME BEFORE EVERYONE ELSE

My clients had been searching unsuccessfully for months before we met. After refining their priorities and adjusting our strategy, I identified a property that hadn't yet reached the wider market.

Within three weeks we had:

- Purchased below comparable market value
- Negotiated favourable possession
- Protected them with strong conditions
- Avoided a bidding war

Sometimes success isn't paying less.

Sometimes success is buying the right home while everyone else is still searching

A THOUGHT TO LEAVE YOU WITH

Anyone can help you buy a home. The true measure of your buyer's representative is knowing which home not to buy, and having the experience to secure the right one when it matters most.

Real estate has been part of my life for as long
as I can remember.

Raised in a family of builders, I developed an
early appreciation for exceptional homes,
thoughtful design, and enduring craftsmanship.

After living in New York, Paris, and Rio de
Janeiro, I returned with a global perspective
and a deep connection to the city I proudly call
home, Calgary.

Over the past 30+ years, I've personally
bought, sold, built, renovated, and invested in
real estate in Canada, the United States, and
Brazil. Those experiences shape the advice I
give my clients today—practical, thoughtful,
and always focused on long-term value.

Fluent in English, Portuguese, and French, I
help buyers navigate Calgary's market with
confidence, discretion, and a commitment to
finding not just the right property, but the right
home.



OUR
PROFESSIONAL
NETWORK

Buying a home involves more
than a real estate agent.
Over the years I've built
relationships with professionals I
trust.

Mortgage Brokers
Real Estate Lawyers
Home Inspectors
Trades

Insurance Advisors
Contractors
Interior Designers

Whether you're purchasing your
first condominium or a luxury
estate, you'll have access to
experienced professionals
throughout the process.

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TAYING CONNECTED



Real estate moves quickly.
Communication shouldn't.
You'll always know where we are in the
process, what comes next, and what
decisions need to be made.

You can expect:

- Regular market updates
- Prompt responses
- Clear explanations
- Honest advice
- Guidance without pressure

Buying a home should feel exciting,
not confusing.

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BEFORE WE MEET

To make the most of our first consultation, it's helpful to begin thinking about:

- Your ideal neighbourhoods
- Your wish list and non-negotiables
 - Mortgage pre-approval
- Down payment and closing costs
 - Preferred possession timeline

From there, I'll create a buying strategy that's tailored specifically to your goals.



“

*The home should be the treasure chest
of living.”*

— Le Corbusier



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*"Sometimes the best
homes simply need
a little love. "*

-Lisa Kauffmann