

SOUTHERN UTAH

BUYER'S GUIDE

A practical way to choose the right place, understand the process, and decide who you want beside you.

DAVE BUSK

REALTOR

THE POULSON GROUP

kw ASCEND KELLERWILLIAMS. REALTY

Why work with me?



I'm Dave Busk, a Realtor since March 2022 with The Poulson Group at Keller Williams Ascend.

Before real estate, I served 21 years in the United States Air Force and led workforce and economic development across Southern Utah. That work gave me a practical view of the region's communities and growth.

I start by listening. We'll get clear on what matters to you, compare homes against those priorities, and talk honestly about the choices and risks before you decide.

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WHAT THAT MEANS FOR YOU

1 Listen first

We uncover what you want and why it matters.

2 Know the place

We compare communities, access, services, and property details.

3 Guide decisions

I explain the options and tradeoffs; you make the choice.

My job is to help you make a sound decision, even if that means slowing down to get an important answer.

A clearer way to find your home

Before we tour, you list 10 things you want in a property and choose your top 3 must-haves. If you're buying with someone, each of you starts separately. Then we compare the lists and talk about why those priorities matter.

1 10 wants

Put your ideas on the table.

2 Top 3

Find the few things you need most.

3 Rolling list

Keep your best 3 options in view as we tour.

WANT TO KNOW YOUR ODDS?

In my experience, about 50% of my buyers choose a home on the first trip; about 80% of the rest choose one on the second. Every search is different.

HOW WE WORK TOGETHER

Before we tour homes together, we'll review a written buyer representation agreement. It covers the services, duration, compensation, and how the agreement can be changed or ended. Ask about anything that is unclear before you decide whether to sign.

QUESTIONS WORTH ASKING

What help will I receive? How long does the agreement last? What could I owe, and how would any seller contribution affect that? What would I want clarified before moving ahead?

Choose for the life you'll live there

Southern Utah communities differ in elevation, climate, services, and access. Start with your daily routine and priorities, then look beyond the listing photos.



1 Daily life

Travel time, seasonal access, services, and the people and places you want nearby.

2 The home

Condition, layout, insurance, utilities, storage, and work you may need to take on.

3 The rules

HOA restrictions, parking, intended use, and what is actually permitted.

LAND OR MOUNTAIN PROPERTY?

Verify legal access, water, power, boundaries, building rules, snow removal, and year-round usability. A listing description alone is not proof that land can be built on or used as you envision.

An offer is more than a price

When a property catches your eye, we'll look at recent comparable sales and the alternatives on the market, then discuss its condition and how well it fits your plans.

THE WHOLE OFFER

1 Price

What do recent sales and current competition suggest?

2 Terms

Financing, seller-paid costs, and included items change the overall bargain.

3 Timing

Closing and possession need to fit your plans and the contract.

4 Protections

Understand inspections, appraisal, and other risks before changing a term.

Don't give up an inspection or another protection simply because there is competition. Understand what you could lose or owe before changing a term.

From contract to keys

Your contract sets the deadlines. Investigate the property, confirm the finances and title, and know when you may actually take possession.

1

INSPECT

A qualified inspector, and specialists when needed, can help you understand condition.

2

VERIFY

Review disclosures, title, restrictions, insurance, and property-specific questions.

3

FINANCE

A lender's appraisal estimates value for lending; it does not replace an inspection.

4

CLOSE

Check the final figures, complete the walk-through, and confirm when keys transfer.

BEFORE YOU SIGN OR SEND FUNDS

If we work together, you'll receive the full due diligence checklist with your buyer agreement. Follow the actual contract deadlines. Verify wiring instructions by calling the title company at a trusted number. Signing does not automatically mean you have the keys; follow the possession terms in your contract.

What buyers have said

The best way to understand how I work is to hear from people who have worked with me.

> *"He helped get everything lined up for us to make the move from N. Idaho to southern Utah."*
>
> **ALLEN | 5-STAR GOOGLE REVIEW**

> *"As first-time homebuyers, we needed extra care in understanding the ins and outs of purchasing a home."*
>
> **TAISLEY | 5-STAR GOOGLE REVIEW**

> *"He was extremely flexible with my crazy schedule and would do showings after hours with me."*
>
> **JESSICA | 5-STAR GOOGLE REVIEW**

> *"He listened to our needs and desires and respected our opinions."*
>
> **KAREN | 5-STAR GOOGLE REVIEW**

> *"He worked his magic and got us into our house at the perfect time!"*
>
> **JACKIE | 5-STAR GOOGLE REVIEW**

A CONVERSATION, NOT A COMMITMENT

Tell me what you're hoping to find, what concerns you, and what a good move would mean for you. We'll see whether my approach is the right fit.

Excerpts from Google reviews for David Busk, Realtor. Individual experiences vary.

Let's decide on a plan that fits you

Ready to talk about your next home? Call or text me. We'll discuss what matters most to you, how I can help, and the buyer representation agreement before you decide whether to move forward.



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