




**SMART STARTS.
CONFIDENT CLOSINGS.**

The Sucré Method: Buyer Edition

Backed by Strategy. Rooted in Care.



**Presented by The Luxe Duo
Sucré Realty, Houston TX**

The Sucré Method: Buyer Guide

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**“We believe buying a home should feel just as empowering as it is exciting.”
— The Luxe Duo**

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WELCOME FROM THE LUXE DUO

“We’re Patrina and Charles White — partners in life, real estate, and everything in between. At Sucre Realty, we don’t just help you buy a home. We walk with you through a major life moment.

Whether this is your first home, your forever home, or a fresh start, we’re here to guide, protect, and empower you every step of the way.”

“You deserve more than automated listings and rushed showings.

You deserve real strategy, genuine care, and a boutique experience built around your goals

—
with no pressure, no fluff, and no one-size-fits-all scripts.”

“This guide will walk you through our proven process — The Sucre Method — so you always know what’s coming, what’s needed, and what to expect.

It’s part education, part roadmap, and 100% designed to help you buy smart, close confidently, and enjoy the journey.”



Let’s get you home,

— *Patrina & Charles White*

STEP-BY-STEP BUYER TIMELINE

We'll guide you from curiosity to closing—every step designed to build confidence and momentum.



01. CONSULTATION CALL

Let's Talk Strategy

Get to know your goals and timeline.

We meet virtually or in person to understand what matters most—location, lifestyle, budget, and beyond. You'll walk away knowing what happens next and how we'll guide the entire journey.



02. LENDER CONNECTION

Know Your Numbers

Get pre-approved so you can house hunt with power.

We'll introduce you to a lender we trust—or you're welcome to bring your own. Pre-approval helps us understand your buying power and keeps us one step ahead when it's offer time.



03. HOME DISCOVERY

Tour Like A Pro

We match homes to your vision.

We'll send you custom listings and explore homes that check your boxes. If you're relocating, we'll set up video tours and walk-throughs so nothing gets missed.



04. OFFER & NEGOTIATION

Write With Confidence

Strategy matters more than ever.

We draft a strong, tailored offer and negotiate key terms—price, closing, repairs, and more—to protect your goals while staying competitive.



05. INSPECTION + APPRAISAL

Protect Your Investment

We walk you through every detail.

You'll get full inspection reports and your lender will order an appraisal. We'll advise you through the results and renegotiate, if needed.



06. UNDER CONTRACT SUPPORT

Behind-the-Scenes Experts

We handle every deadline and document.

From disclosures to HOA docs, we manage it all. Our job is to keep you on track, on time, and informed without the stress.



07. FINAL WALKTHROUGH

One Last Look

We double-check the details before closing.

Before signing, we'll walk through the home together to ensure everything is as agreed—repairs completed, condition approved, and ready to go.



08. CLOSING DAY!

Celebrate + Settle In

You did it!

Sign the final docs, grab the keys, and step into your new beginning. And yes — we'll check in afterward to make sure everything still feels right.

**"The best real estate deals are built on trust, timing, and tailored guidance."
— The Luxe Duo**




OUR SIGNATURE APPROACH

THE SUCRÉ METHOD

We believe luxury real estate should be strategic, supported, and smooth. That's why we created a method that feels boutique — but delivers big.

- ✓ The Sucre Method isn't just about transactions. It's about transformation. At Sucre Realty, we believe every client deserves clarity, care, and a strategy tailored to their lifestyle and goals.
- ✓ This isn't a one-size-fits-all checklist — it's a luxury-level experience rooted in honesty, vision, and expert execution
- ✓ We ask better questions.
We prepare our clients like pros.
We negotiate with intention — and close with style.

THE THREE PILLARS OF THE SUCRÉ METHOD

 Strategize with Precision	 Support with Heart	 Secure Results
We don't guess. We plan.	You're not doing this alone	It's about confidence.
We begin with intentionality. That means understanding your lifestyle, timeline, and must-haves — and creating a plan that supports all three.	From first showing to final walkthrough, you'll feel seen, protected, and empowered. This is concierge-level real estate, not DIY guessing.	Strong offers, smart timing, and polished negotiation — we don't get you to the finish line. We get you there with peace of mind.

WHAT TO EXPECT IN TODAY'S MARKET

The market may change, but strategy and clarity never go out of style.

The market continues to evolve – but preparation makes all the difference. Here's what we're seeing right now:

- ✓ Rates may shift – but strategy beats timing.
- ✓ Inventory is local – some areas move faster than others.
- ✓ New builds look appealing – but we'll help compare options, incentives, and timelines.
- ✓ Preparation = power. We'll make sure you're confident at every step.



FINANCING: WHAT LENDERS LOOK FOR

Understanding the basics helps you shop smart — and avoid surprises.

What Lenders Actually Care About

- ✓ Credit Score
- ✓ Debt-to-Income Ratio (DTI)
- ✓ Income Stability
- ✓ Down Payment & Reserves
- ✓ Employment History

“We’ll help you find a trusted lender and get pre-approved with confidence. No guessing. No unnecessary stress.”

Pre-Approval vs. Pre-Qualification

Pre-Qualification	Pre-Approval
Estimate only	Verified proof
No documentation needed	Full review of credit + income
Less weight in offers	Strengthens your offer dramatically

“In a competitive market, sellers want serious buyers. Pre-approval helps you stand out.”

HIDDEN COSTS MOST BUYERS MISS

Buying smart means knowing what's beyond the sticker price.



Closing Costs

Loan origination fees, title insurance, transfer taxes — usually 2-5% of the purchase price.



Inspections & Appraisals

These are out-of-pocket during escrow — think home inspection, termite, survey, and appraisal fees.



Moving Expenses

From trucks to boxes to storage — the cost of the move itself adds up fast.



Home Maintenance & Repairs

Even a new home might need a few touch-ups. Budget for the unexpected.



HOA Fees or Community Dues

If you're buying in a neighborhood with amenities, you'll want to understand those monthly or annual dues.









Utility Deposits

New electric, water, or gas accounts often require a deposit upfront.

“We help you plan for more than the purchase price — so you can move in with peace of mind.”

Real Answers for Real Buyers

We've helped clients at every stage, and these are the questions we hear most often — with real answers that help you move forward with clarity.

	Question	Answer
	How long does the buying process take?	Typically 30–45 days from offer to close — but we prep you ahead of time so there are fewer surprises.
	Do I need 20% down to buy a home?	Nope! There are loan options with as little as 3–5% down. We'll help you explore what fits best.
	Can I ask the seller to pay my closing costs?	In some cases, yes — it depends on market conditions and your loan. We'll help you negotiate smart.
	What should I prioritize in a home search?	Location, layout, and long-term fit. We'll help you filter with both your heart and your budget in mind.
	What if I'm not ready yet?	No pressure. We offer buyer consultations to map out a plan that fits your timeline. Information is free, and we're here whenever you are.

“There’s no such thing as a silly question — just solid answers that help you move forward.”

— The Luxe Duo

Your First Week in Your New Home

Start fresh, stay organized, and settle in with confidence.

SMART MOVES FOR A SMOOTH START

- ✓ Update your address.

With the USPS, banks, subscriptions, and medical providers.

- ✓ Transfer or set up utilities.

Electricity, water, gas, internet, trash, security, and anything else you'll need right away.

- ✓ Schedule a deep clean.

If you can, clean the house before the movers arrive. Trust us — future-you will thank you.

- ✓ Make a list of your go-to parks, shops, schools, and takeout spots.

Feeling at home is easier when you have favorites close by.

- ✓ Change the locks or keypad codes.

Even in a new build, it's smart to secure the property for peace of mind.

- ✓ Unpack room by room.

Start with the kitchen, bathrooms, and wherever your coffee lives.

- ✓ Celebrate!

You did something major. Take a moment to settle in — and enjoy what you've accomplished.

“There's no perfect first week. Just a meaningful one.”

— The Luxe Duo

The Luxe Duo Difference, In Their Words

Real clients. Real stories. Real results.

Client Testimonial
★★★★★

“I got a chance to work with Charles White on the sale of my old home in Houston and the purchase of my new one. Charles was on time to every meeting. He made sure the old home was in perfect shape for staging photos and presentation. During the final blue tape walk he assisted with any imperfections seen in the new home. This was really awesome because we had an extra set of eyes assisting. Charles was professional and prompt throughout the entire experience.”

Courtney K.

Charles White
Realtor®
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Client Testimonial
★★★★★

“Patrina and Sucre Realty were excellent to work with. Zero complaints. Very friendly, very knowledgeable, and very easy to work with. We worked with her on both buying and selling properties.”

Michael H.

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“She always made herself available. Very professional and polite. We appreciate everything she did for us.”
— Zachary & Dymphna, Humble TX

We consider ourselves grateful and blessed!

Sucre Realty a GREAT company to work with. My Fiancé and I cannot speak highly enough of our experience working with Patrina White and Charles White as our realtors to purchase our first home! After our consultation we felt confident that we were in the right hands. We would never forget when Patrina stated “follow my lead.” We liked that we were coached every step of the way. We were comfortable asking questions and was provided with honest feedback. Especially as first time homebuyers you certainly want to work with a Realtor that is knowledgeable, professional, patient, dedicated and persistent. They have these key aspects. Overall they had our best interest in mind. We relocated from New York to Texas and couldn't make it to see houses in person; Patrina made it work virtually giving us house tours and always available for our needs. Every overwhelming, and stressful moments we were faced with Mrs and Mr White kept us calm. They fought for us the entire time. Negotiated incentives that came in our house that some of our neighbors probably won't have. Even the construction manager was surprised that we had the full package. Insert (clapping hands). We consider ourselves grateful and blessed. We THANK YOU so much for all your hard work and diligence. We wholeheartedly recommend Mrs and Mr White at Sucre Realty for your real estate needs. You will not be disappointed.

~Sherena J

CONGRATULATIONS TO PATRINA WHITE FOR RECEIVING A 5 STAR FROM THE BUYER ON THIS TRANSACTION.

TRANSACTION RATING
5/5
★★★★★

COMPETENCY 5/5
MARKET KNOWLEDGE 5/5
COMMUNICATION 5/5
MY EXPERIENCE 5/5

PATRINA IS AN EXCELLENT REALTOR... THIS IS MY FIRST HOME AND SHE WAS VERY PATIENT WITH ME EVEN WHEN I WAS FRUSTRATED AND HAVE A LOT OF QUESTIONS. PATRINA TOOK HER TIME AND EXPLAINED EVERYTHING TO ME IN DETAIL, SHE ALSO REFERRED ME TO A GOOD MORTGAGE COMPANY THAT MAKE SURE THAT EVERYTHING WAS SMOOTH. IN GENERAL, I COULD HAVE GIVEN 6 STARS IF THERE IS ANY. I GUESS THIS IS THE BEST I CAN DO TO SHOW APPRECIATION. THANK YOU, PATRINA.

JOE CHUCK

We're honored to be part of so many meaningful moves. Thank you for trusting Sucre Realty. We can't wait to welcome you home.

— Patrina & Charles White

Why We Love Helping Buyers

Buying a home isn't just a financial decision – it's a life decision.

Whether it's your first place, a dream upgrade, or a fresh start in a new area, we believe your journey should feel exciting, informed, and supported from start to finish.

We've helped buyers navigate bidding wars, tight timelines, relocations, and everything in between. And every time, it comes back to this:

You deserve an experience that's clear, strategic, and tailored to you.

That's what we do. That's what we love.

And that's what we'd be honored to do for you.

Let's Get You Home

We're not just here to open doors — we're here to walk beside you, every step of the way.

Whether you're buying your first home, relocating to Texas, or leveling up into your next chapter, we'll help you move smart, close with confidence, and settle in with ease.

It's more than real estate. It's your life.

Handled with strategy. Backed by care.

– The Luxe Duo

Patrina & Charles White



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