



How to stand out in a competitive buying market: Appealing to your seller with your individual story

By Chris Busby, KW Realtor®

You've heard the story before- "there were multiple offers and it was a bit of a bidding war." As a prospective buyer, you want to be able to break through the crowd when you are making an offer on that home you've found and fallen in love with. Having the best offer isn't always enough and isn't necessarily even the top concern.

There are other considerations, such as if you need to first sell your home(contingency), and if you have your financing confirmed or are making a cash offer. But one of the other tools you have as a buyer is to tell the seller your personal story.

A written letter to the seller is a newer tactic that has proven to work in some instances. Tell them what you love about the home and how you can visualize your family in the home and playing in the yard. Detailing things that you love about the neighborhood, or personal connections you have to friends and family in the area, are all things that appeal to the emotional side of that decision-making process. It is not unheard of for a seller to select a slightly lower offer because they want to support a young family or a first-time buyer in realizing their dream of home-ownership.

Unsure how to tell your own unique story? Talk with your Realtor® about helping you with that. They might even suggest adding in a reference or two, or including a photo of a family pet if the seller is known to be a dog or cat lover.

It is all about increasing your appeal and your story can be the ticket to that new home. If you would like to learn more please reach me via phone or email.

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Baked Shrimp Scampi

By: Chris Busby, KW-Realtor®, Culinary Artist, Potter

INGREDIENTS/SHOPPING LIST

2 pounds (12 to 15 per pound) shrimp in the shell
3 tablespoons good olive oil
2 tablespoons dry white wine
Kosher salt and freshly ground black pepper
12 tablespoons (1 ½ sticks) unsalted butter, at room temperature
4 teaspoons minced garlic (4 cloves)
¼ cup minced shallots
3 tablespoons minced fresh parsley leaves
1 teaspoon minced fresh rosemary leaves
¼ teaspoon crushed red pepper flakes
1 teaspoon grated lemon zest
2 tablespoons freshly squeezed lemon juice
1 extra-large egg yolk
⅔ cup panko (Japanese dried bread flakes)
Lemon wedges, for serving

SPECIAL NOTE

This is a really simple dish to prepare. In fact the biggest task is butterflying the shrimp so they stand up in the sauce. I DO recommend doing this step. It makes picking up the individual shrimps so much easier.

DIRECTIONS

FOR THE BREADCRUMB TOPPING

In a small bowl, mash the softened butter with the garlic, shallots, parsley, rosemary, red pepper flakes, lemon zest, lemon juice, egg yolk, panko, 1/2 teaspoon salt, and 1/4 teaspoon of pepper until combined. Set aside.

FOR THE SHRIMP

Preheat the oven to 425 degrees F.

Peel, devein, and butterfly the shrimp, leaving the tails on. Place the shrimp in a mixing bowl and toss gently with the olive oil, wine, 2 teaspoons salt, and 1 teaspoon pepper. Let sit 10 minutes. Do not let the shrimp marinate too long. The acid will start to toughen the shrimp.

Starting from the outer edge of a 14-inch oval gratin dish, arrange the shrimp in a single layer, cut side down with the tails curling up and towards the center of the dish. Pour the remaining marinade over the shrimp. Spread the butter mixture evenly over the shrimp. Bake for 10 to 12 minutes until hot and bubbly. If you like the top browned, place under a broiler for 1 minute.

Serve with lemon wedge.



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Hello I am Chris Busby, a Realtor® right here in your neighborhood. In addition to real estate, I have a culinary background and enjoy creating pottery in my free time. Please keep me in mind if you or someone close to you is looking for a Realtor® in the future. In the meantime, I would like to share another of my favorite recipes with you. This one is a show stopper!

Why I love this recipe

I grew up thinking anything scampi means over pasta, when according to a quick Google search it literally means shrimp or prawn. Typically, scampi are seafood cooked in butter or oil with garlic. This recipe is no different. There is plenty of garlic and herbs and it is delicious. While you can certainly serve this over pasta, I think the real secret is to serve this dish with some crusty bread. There is plenty of sauce with this dish, and I can't think of a better way clean my plate than with a baguette.