

# Services I Provide to My Buyers

(Free Box Van (for 1 day), to help you move, and a money rebate on the purchase of your home)

I approach home buying with my clients as if I were buying the home myself, ensuring that I obtain the most for my money, and not buy a lemon.

I will spend time just to get to know you and understand what and where you would like to purchase. I will discuss finances and help you pre-qualify for a home loan, obtain a commitment letter from a bank or mortgage company before we begin any serious home searching. In this market it is very important to do this up-front.

I will select homes that meet your criteria and ask you to choose which ones you would like to see. Prior to showing you the homes, I will pull the tax records, purchase history, assessment and square footage and prepare a map to show the location of each home. If you need distance to work from each home selected or school information, this can be provided as well.

Once you choose a home to purchase, I will do a comparative market analysis to make sure the list price is appropriate as well as calculate the estimated monthly mortgage payment. I will then write a contract for your review and signature, making sure that we have the appropriate contingencies for the home you choose to purchase, as well as help you coordinate inspections and appraisal of the home.

I will present the offer on your behalf with the objective of winning the contract. I will help you find a home inspector, lender, title company and insurance company, unless you have already chosen them. I will help you determine what home inspection items should be fixed by the sellers. I will provide guidance throughout the process and protect your interest and confidentiality in all respects. I also will provide you resource information in case you need services for your home during your lifetime of residency. I also **provide a free box van for 1 day** to help you move-in and **provide a nice money rebate** to help you defray some of the costs of moving.

If you go to my web site (**click here- [www.scottswingler.com](http://www.scottswingler.com)**), you can learn more about me as well as my services. It is also a great web-site to check-out community resources in the area where you will be purchasing, as well as obtain some good tips on home buying. It also has current listings, a mortgage calculator and current interest rates for the area. You may also want to look at the robust property search engine on my web site, which provides many alternatives for home searches.

Let me help you find your home of choice.

Regards,

**Scott**

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## Summary of Steps:

- Find out where you want to live.
- Find out what you want to buy.
- Discuss financial pre-qualification
- Determine characteristics of your home
- Select homes that meet your criteria
- Preview homes
- Prepare comparison spreadsheet
- Map each location with distance to work as required
- Help you select your home
- Conduct comparative market analysis to make sure you are buying at the right price.
- Write contract for your review and signature
- Present contract.
- Protect your interest and confidentiality.
- Recommend a lender & Title Agency
- Provide guidance through the entire process.
- Act as a resource for home maintenance needs. after you purchase