

IMPORTANT NUMBERS AND DATES

PREFERRED LENDERS:

1. Option 1:
2. Option 2:

PPREFERRED HOME INSPECTORS:

1. Option 1:
2. Option 2:

NOTES:



Prepared Exclusively For:

I know that buying a home ranks among my client's most important experiences and I strive to approach my task with sensitivity, concern and competence.

I believe that you should know, from the start, the kind of service that you may expect from me from now until the transaction is settled.
This presentation is an outline of my pledge to you, my client.

DEVELOPING A STRATEGY

COUNSELING SESSION

- We will conduct a buyer counseling session at my office to discuss your needs, goals and to plan the search for your property. We will explore the Pros and Cons of purchasing a Distressed Property if you are considering one.

BUYER AGENCY ALTERNATIVE

- We will discuss agency alternatives for you and the sellers.

BUYER REPRESENTATION AGREEMENT

- We will present and explain to you the representation agreement and the special services and benefits it offers

REVIEW MEDIA USED TO IDENTIFY PROPERTIES THAT FIT YOUR NEEDS

- We provide you with many current real estate selections from numerous sources including computerized searches in two multiple listing services only accessible by licensed Realtors. All available on my RE/MAX Website

FINANCING PRE-QUALIFICATIONS

- We can arrange contact with reputable lenders for pre-qualification or pre-approval to identify your range of affordability so we know how much house to look for.

STEP #1 IS TO GET ALL FINANCING IN ORDER

- Buying a home today with financing has become very in-depth. We can't view many homes with an approval letter. We must know your monthly payment, down payment, loan type, necessary days to close the loan and closing costs to ask the seller to contribute on your behalf BEFORE viewing homes physically. We can look online 24/7 until we have step #1 complete.

PROPERTY SHOWINGS IS STEP #2

- I will show you properties that meet the criteria you selected and we can often narrow this down together on the computer before leaving the office.

PROPERTY EVALUATION

- We will discuss the positive and negative features of a property that may effect its present and future value.

SELLER'S PROPERTY DISCLOSURE

- We will review with you report and other facts known to us, pertaining to the condition of the property and disclose any physical or restrictive aspects of the property needed to be considered in an offer to purchase.

PREPARING THE OFFER AND THE CLOSING CELEBRATION

HOME WARRANTY

- I will explain the options of home warranty plans to reduce your risk of costly repairs after the purchase of the home.

NEGOTIATION STRATEGY

- I will prepare with you a negotiation strategy for the property you select, including a competitive market analysis and advice on initial price and terms of the offer.

OFFER PREPARATION

- I will prepare a written offer on the property you choose to purchase with stipulations and terms approved by you.

OFFER PRESENTATION

- I will present your offer to purchase to the seller or the seller's agent and offer assistance to them to answer any questions they may have.

NEGOTIATIONS

- I will advise you of any counter offer and its effects on costs and terms. We would then prepare your response to the counteroffer.

BUILDING INSPECTION

- I will discuss the value of a buyers inspection by a professional building inspection company. How to Protect Yourself When Buying a Home is an important document for us to review together.

BUYER'S WALK-THROUGH

- I will arrange and accompany you on a thorough walk-through of the property before closing and assist in dealing with any unresolved issues.

CLOSING COORDINATION

- I will monitor and inform you of the progress of the Purchase Agreement, Inspection Amendment Contingency, Loan Process and all conditions during the transaction process.

AFTER-SALE SERVICES

- I will contact you after the closing of the sale to follow up on any remaining details or service needed as well as continue to stay in contact via various mailings.