



HEINECK & CO.

## **The Home Buying Process**

### **Counseling Session**

We will conduct a buyer counseling session to discuss your requirements and criteria, and any special circumstances, as well as plan the home search.

### **Buyer Representation Agreement (Buyer's Agency)**

We will present and explain to you the representation agreement and the special services and benefits it offers. This will establish our working relationship. This will also establish a Customized Website where only those properties that meet your specific criteria will populate.

### **Steps in the Buying Process Flow Chart**

We will provide you with a copy of the Steps in the Buying Process Flow Chart and explain how you can use it as a road map through the home-buying process.

### **Financing Pre-qualification & Estimate of Funds Required**

We will offer to arrange a pre-approval appointment with a local lender to identify your range of affordability and to increase your negotiating strength. Together with the lending professional, we will provide preliminary estimates of closing costs and down payment requirement anticipated in the transaction.

### **Property Showing**

We will show you properties that meet the criteria you have selected.

### **Property Evaluation**

We will discuss positive and/or negative features of a property that may affect its value and future resale.

### **Review of Written Seller Disclosure(s)**

We will thoroughly review with you the Seller's written disclosure statement to enable you to accept or specify the remedy for each flaw disclosed. Remedies for any disclosed faults should be addressed in the initial offer to purchase.

### **Appraisal Contingency**

We will explain to you the importance of the appraisal contingency.

### **Home Warranty**

We will explain to you the option of a home warranty plan to reduce your cash outlay of potential repairs when purchasing a property.



### **Building & Wood Infestation Inspections**

We will recommend that you obtain professional building and wood infestation inspections.

### **Building & Wood Infestation Inspection Remedies**

We will review all inspection reports and help to strategize a request to the Seller to remedy defects that may have resulted in the building and wood infestation inspection reports. These defects are defined only as systems and structures that are not in good workmanlike order, and do not include cosmetic items.

### **Offer Preparation**

We will strategize to prepare a written offer on the property you choose to purchase, with terms approved by you.

### **Relocation Services**

- Information on your new city and community.
- Financing and pre-qualification on a mortgage to help you become a cash buyer and improve your negotiating abilities.
- Housing information.
- Cost of living comparison.
- School information.
- Tax comparisons.
- Information on cultural and family activities.

### **Negotiation Strategy**

We will prepare a negotiation strategy for the property you have selected, including a written Competitive Market Analysis if requested.

### **Offer Presentation**

We will endeavor to present your purchase offer directly to the Seller's Realtor® via email, fax and phone.

### **Walk-Through**

We will accompany you on a thorough walk-through of the property before closing, and we will assist you in dealing with any problems discovered during the walk-through.

### **Closing Celebration**

We will monitor and inform you of the progress of the transaction, including the satisfaction of all contingencies and conditions during the entire transaction.



**After-Sale Service**

Our service does not stop after you move into your new home. We are always available for questions, and we will be in contact with you regularly.

**Service Satisfaction Survey**

We will provide you with a confidential opportunity to give an evaluation of our services.

***We Look Forward To Working With You!***