

BUYERS NEEDS

What do you need in your home? How many bedrooms/baths? What type of home? It helps us narrow down the hundreds of possible neighborhoods/areas to search for you! Here are some ideas to get you started:

- ◆ Location, Location, Location!

Neighborhoods, Areas, Work Locations, School Districts, Specific Streets, Setting, Views

- ◆ Features

Are you looking for anything special like swimming pools, hot tubs, greenhouses, fenced yards, etc?

- ◆ Structure/ Exterior

How many bedrooms, baths, or stories are needed. Are porches, patios, decks, or sunrooms a must have?

- ◆ Move in Condition

Does it need to be move in ready or are you willing to do some work?

SELECTING AND VIEWING HOMES

Our customers are all different so we tailor your needs individually. We can do all the searching, selecting and then show you the homes we feel best suits your needs. OR, sometimes our customers prefer to have the tools to search themselves. We set you up on LISTINGBOOK, which is driven by FMLS (First Multiple Listing Service), the same site realtors use. From there, the customer sets the values, price, space, schools, lot size etc and can change them at their will! We will then set up appointments to show you those homes. We provide comps and make sure that you are getting the best house for the price!

MAKING AN OFFER

Once we find the property you want, we will write a purchase agreement. While much of the agreement is standard, there are a few areas that we can negotiate:

The Price

What you offer on a property depends on a number of factors, including its condition, length of time on the market, buyer activity, and the urgency of the seller. While some buyers want to make a low offer just to see if the seller accepts, this often is not a smart choice, because the seller may be insulted and decide not to negotiate at all.

The Move In Date

If you can be flexible on the possession date, the seller will be more apt to choose your offer over others.

Personal Property

Often, the seller plans on leaving major appliances in the home; however, which items stay or go is a matter of negotiation

We present your offer to the other agent and there are three things that can happen:

Accept the offer

Reject the offer

Counter offer

By far the most common is the counteroffer. When a counter offer is presented, we will work together to review it and make sure we move forward with goals in mind to ensure that we negotiate the best possible price and terms on your behalf!

CLOSING

To make sure your closing goes smoothly, you should bring the following:

- ◆ A certified check for closing costs and down payment.
- ◆ An insurance binder (declarations page to be paid at closing) or paid receipt
- ◆ Drivers License or government issued ID

At the end of closing, the deed will be taken and recorded at the county clerks office. It will be sent to you after processing! And now you get the keys to your new home!

ADDITIONAL SERVICES

We also provide you with recommendations for professional services such as:

- ◆ Lenders
- ◆ Closing Attorneys
- ◆ Contractors
- ◆ Inspectors
- ◆ Home Warranty Programs

Home Buying Process

