

How I work on your behalf

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Checklist

This checklist focuses our discussion on what you should know to optimize your homebuying experience. If you have any questions not covered here please ask me.

- Your representation choices**-how to protect your best interest- what you and I can reveal and what is protected
- Buyer representation agreement**-mutual loyalty- how I will represent you
- Getting qualified**- your first step in the homebuying process- I can help you choose a lender
- Calling other Brokers**- let me do the legwork
- New home sales**- I work with builders- registration process at first contact
- FSBOs**- how can I help you buy For Sale Buy Owner and still represent you
- Viewing property**- interaction with the seller
- Efficiency tips**- driving neighborhoods first, prioritize
- Earnest money**- how much, when deposited, how applied
- Option fee**- buying the right to terminate for any reason- your safety net- option period
- Seller's Disclosure**- Disclosure up front so you buy with full knowledge
- Property inspection**- what you are really looking for- structural and major systems defects
- Writing a contract**- buying right- crafting a good offer
- Negotiating**- Offer- counteroffer- best terms and price
- Contract to close**- orchestrating all the players
- Your referral business**- earning your trust and confidence