

**RE/MAX FIRST REALTY III**



## ***CROSSROADS COMMITMENT For Buyers***

- 1. It all starts with you---listening to your needs and caring about what is important to you.**
- 2. Representation:** Our associates will clearly present the state disclosure on representation and discuss how they will represent you for this transaction. A trust relationship is imperative for a successful transaction.
- 3. Financing:** Our associates will offer to arrange a pre-qualification or pre-approval appointment with a reputable lender or provide you with a list of lenders to identify your range of affordability and to increase your negotiating position.

You will receive an **Estimate** from the lender for the approximate amount of money you will need for the purchase.

### **4. Counseling Services:**

- a. Our associates will discuss your needs and goals for the property you wish to find and outline a plan for locating appropriate properties to view.
- b. Our associates will discuss the most important issues in purchasing a home.
- c. They will discuss the current market and how that will affect your home search and ultimate purchase.
- d. Our associates are experienced with all kinds of properties and can show you pre-owned homes, new construction, foreclosures and short sales, and properties not marketed by a professional Realtor, if requested.
- e. They will provide you with an overview of the entire buying process.
- f. Our associates will be in regular communication with you so you will be aware of their efforts on your behalf.

## 5. Preparing an Offer:

- a. Property Evaluation:** Our associates will assist you in analyzing the features of the home and how it compares to others you have viewed, and will prepare a comparative market analysis of the neighborhood.
- b. Seller's Disclosure:** You will be provided with the Seller's Disclosure to review the sellers' knowledge of the property and any previous inspection reports.
- c. Negotiations:** Our associates will suggest a negotiation strategy and assist you with responding to any seller counter offers.
- d. Writing the offer:** At your direction, an offer will be prepared that takes into account your needs, your evaluation, the realities of the current market and your negotiating strategy

## 6. Contract-to Close:

Our associates will oversee the contract to close process - often the most challenging part of a transaction, providing advice and guidance as needed.

- a. Inspections:** We will recommend that you obtain an inspection by a licensed home inspector so you can evaluate the mechanical and structural components of the property. A list of inspectors will be provided.
- b. Contract deadlines:** Our associates will assist you in complying with the strict deadlines in the contract
- c. Home Owners' Associations:** Information on any property owners' associations will be provided for your review.

## 7. Closing: We will celebrate the conclusion of a successful sale!

## 8. After closing: We want to be a real estate resource for you for the future!!

