

The Process from First Contact to Celebration Date

1. Provide an in-depth Buyer Information Package about our qualifications and track record.
2. Refer you to a mortgage broker/banker for pre-qualification, pre-approval, etc., if needed.
3. Discuss in detail the area, kind of property, school system (if needed) & price range for your needs.
4. Research (average of 10+ hours per client) areas and properties based on your needs & wants.
5. Provide information on schools, area amenities and attractions, if wanted.
6. Set up appointments with sellers and agents to see properties that fit your qualifications.
7. Take you to see properties (or meet you at properties) and areas.
8. Call listing agents to find out if sellers are motivated and give feedback on homes seen.
9. Research additional areas and properties if initial showings aren't productive.
10. Repeat steps 5, 6 and 7.
11. When you find the property you want, we will do all the research necessary, along with our knowledge of the specific area, to help you determine your offering price.
12. Write, then present your offer by e-mail, fax, telephone or agent's office.
13. Negotiate price & terms until agreed upon by you and the seller. This may take more than one day.
14. If we cannot come to an agreement, we will the start process over from beginning.
15. Arrange inspections for you - Whole House, Roof, Termite, Appliance, Pool, A/C, etc.
16. Take care of the hundreds of large and small details that accompany every transaction.
17. Make sure repairs agreed upon by contract are completed.
18. Refer Attorneys, Mortgage Brokers, Movers, Title Companies, etc. Provide moving checklist.
19. Schedule appraisals and meet appraiser if necessary.
20. Notify you of celebration closing date and time. Attend celebration of moving with you.
21. Work with you, attorneys, title companies, other agent, etc. to solve challenges encountered.
22. Always be available to answer and solve any questions during entire process.
23. Give you HONEST, PROFESSIONAL ADVICE & SERVICE. Represent your best interests.
24. Follow up after you move with telephone calls, newsletters and constant contact - We want to be your "Real Estate Consultants for Life". Our continued success relies on your endorsement of us.