

What *Value* do I offer as your agent?

Preparation and Education:

- Assess buyer's needs and preferences
- Educate on the home buying process
- Explain financing options
- Inform on local market conditions
- Advise on economic outlook
- Offer insights on smart home tech
- Educate on mortgage products
- Explain credit score importance
- Provide a moving checklist

Property Search and Analysis:

- Research available properties
- Set up property alerts
- Coordinate viewings
- Analyze market data (CMA).
- Evaluate renovation potential
- Assess resale value
- Verify zoning and restrictions
- Access exclusive listings
- Tailor searches to lifestyle
- Inform on schools and areas

Financial and Market Guidance:

- Discuss offer strategies
- Analyze value trends
- Advise on market timing
- Explain real estate professional roles
- Discuss market implications
- Advise on buyer's market offers
- Explain lender fees and points
- Discuss interest rate impact
- Offer insights on upcoming areas

Project Manage the entire Transaction from Contract to Close

Offer, Negotiation, and Contract:

- Draft purchase agreements
- Negotiate terms
- Handle counter-offers
- Advise on earnest money
- Prepare for bidding wars
- Navigate multiple offer situations
- Negotiate repairs or credits
- Address boundary issues

Inspections and Due Diligence:

- Set up inspections
- Meet Inspector on-site
- Interpret findings
- Coordinate pest inspections
- Interpret surveys
- Encourage due diligence
- Interpret seller disclosures
- Negotiate home warranties
- Monitor contingencies
- Coordinate septic inspection, if applicable
- Coordinate mold inspection
- Coordinate sewer line inspection
- Create Appraiser packet
- Meet Appraiser on-site

Closing Process:

- Review closing documents
- Ensure documents are accurate and complete
- Final walkthrough preparation
- Schedule and attend closing
- Clarify closing costs
- Monitor loan approval
- Coordinate with title company.
- Verify title search
- Understand escrow

Post-Closing Support:

- Availability for questions
- Assist with utilities transfer
- Offer post-closing advice
- Recommend vendors
- Interpret community bylaws
- Provide relocation resources

Professional Networking and Referrals:

- Provide professional referrals
- Recommend movers
- Liaise with appraisers
- Coordinate repair quotes

Regulatory Guidance:

- Check HOA requirements
- Verify title searches
- Ensure contingencies are met
- Guide through closing timeline
- Address safety concerns

Investment and Market Analysis:

- Discuss property investment potential
- Offer competitive market strategies
- Discuss flip potential
- Advise on assistance programs



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