

How I work on your behalf



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 interests – 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 I can help you buy a For Sale By Owner and still represent you
- Viewing property** – interaction with the seller
- Efficiency tips** – driving neighborhoods first, prioritizing
- 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 system defects
- Writing a contract** – buying right, crafting a good offer
- Negotiating** – offer, counteroffer – best terms and price
- Contract-to-close** – orchestrating all of the players
- Your referral business** – earning your trust and confidence