

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 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