

## PERSONALIZED BUYER'S AGENT SERVICES

### FINDING THE PERFECT PROPERTY



- Determine your specific needs, wants, and desires like:
  - School zone
  - Neighborhood Amenities
  - Monthly Mortgage Payment
  - Walkability/Bike ability
  - Home Owners Association
  - Deed Restricted Community
  - Public Transportation
  - ADA Features
  - Pet Friendly
  - Outdoor Recreation Facilities – Golf, Tennis, Swimming
  - Cultural Offerings – Fine Art, Theatre, Music
- Research the wide spectrum of available properties including:
  - Multiple Listing Service
  - For Sale by Owner properties
  - New Home communities/developments
  - Custom Home Builders
  - Bank Foreclosures
- Discuss the findings and determine which properties to view
- Schedule and accompany you to property showing appointments

### MAKING AN OFFER

- Facilitate the mortgage application process with mortgage qualifying assistance
- Perform a comparative market analysis, permit and tax record searches on any home selected for possible purchase to assist you in the offer and negotiation process
- Analyze with you all gathered information prior to making a purchase offer
- Help you prepare your purchase offer
- Represent you in professional negotiations with the seller and the seller's agent
- Provide guidance in contacting appropriate and desired property evaluations for
  - Qualified Property Inspection Companies
  - Termite Inspections
  - Property Surveys

### OFFER ACCEPTED – GOING TO CLOSING

- Monitor the post-contract, pre-closing process to ensure all necessary documentation is completed and available for closing
- Accompany you to closing to review all figures and documentation for accuracy
- Discuss available Homeowners Warranty options
- Outfit you with our Alex MacWilliam Real Estate Relocation Guide of local area information
- Assist you, after closing, with settling into your new home and neighborhood

### WELCOME HOME