

# YOUR ADVOCATE AT EVERY STAGE OF THE HOMEBUYING JOURNEY



While a buyer may only purchase a few homes in a lifetime, I navigate these transactions on a daily basis to help my clients find their place in the world. Here's how I will advocate for your best interests across the homebuying process.

## 01 IDENTIFY YOUR WANTS & NEEDS

- Review Buyer Representation Agreement that outlines my contractual responsibilities to you, which includes reasonable care, undivided loyalty, and confidentiality. This must be signed in advance of our first appointment.
- Evaluate properties available within your budget, recommend lenders and attorneys, share down payment and closing costs, and help secure a mortgage pre-approval.
- Provide an overview of current market conditions and how they impact the purchase process.
- Tailor a customized search strategy based on your timeline, market conditions, and available inventory.

## 02 PROVIDE ACCESS TO HOMES THAT MEET YOUR CRITERIA

- Use Compass Collections to curate listings based on your preferences that you can save and comment on in real-time.
- Provide you with access to off-market Compass Private Exclusive listings.
- Review all properties prior to showing, disclose and confirm all compensation being offered by Listing Broker or Seller, if any.
- Provide data on the neighborhood.
- Record your likes and dislikes to refine our future searches.

## 03 EVALUATE THE PROPERTY

- Assess the condition of homes.
- Gather and provide all property condition information and other reports/disclosures that the seller needs to provide.
- Identify if the property has a homeowner's association.
- Organize a list of professionals to provide more information.

## **04 CRAFT YOUR OFFER & LEAD NEGOTIATIONS**

- Prepare a competitive offer you are comfortable with based on a comparative market analysis, budget, and contingencies.
- Draft and review offer documents that are accurate and protect your interests.
- Submit your offer and manage any counter-offer scenarios.
- Negotiate with the listing agent to reach mutually acceptable terms.
- Plan for contingencies like home inspections, appraisals, and financing.

## **05 FACILITATE HOME INSPECTION, DISCLOSURES, REPORTS, & REPAIRS**

- Arrange home inspections.
- Assist with inspection issues, due diligence and follow up; provide recommendations of professional vendors.
- Gather information related to zoning, permits, title, and more.
- Negotiate repairs or credits as needed.
- Coordinate the transaction to ensure compliance with contract timelines and terms.

## **06 CLOSE ON YOUR NEW HOME**

- Lead final walk-throughs, confirm if the property's condition is as agreed upon, including the completion of any post-inspection repairs.
- Coordinate closing by liaising with the attorney, title company, lender, and listing agent.
- Confirm insurance, utilities and other services are set to transfer to you upon closing.

## **07 STAY IN TOUCH BEYOND THE TRANSACTION**

- Check in on how you're enjoying your new home.
- Provide local recommendations and update you on new businesses, exclusive local events, or housing developments in the community.
- Share relevant market updates and trends.