



HERE TO HELP YOU

PURCHASING A HOME IS OVERWHELMING —
THAT'S WHY I'M HERE.

MARKET INSIGHTS

- Provide market overview
- Produce Comparative Market Analysis
- Show what comparable homes are selling for
- Provide relevant neighborhood information on:
 - Schools
 - Parks
 - Dining
 - Recreation
 - Commute times
 - Arts, culture and entertainment

BUYER NEEDS

- Conduct pre-showing interview to determine needs
- Help find the right home to purchase
- Connect buyer with mortgage broker to determine how much home they can afford
- Set-up customized property search
- Promote needs within office
- Promote needs to sphere of influence showings

PREVIEW HOMES

- Schedule showings
- Show homes
- Community tours

CONTRACTS

- Explain contract to buy and sell
- Explain buyer agency agreement
- Explain required disclosure documents
- Explain deeds
- Explain title work
- Obtain and review qualification letter

COMMUNICATION

- Explain the buying process
- Review and arrange financing options
- Guide through the inspection process
- Guide through the appraisal process
- Explain closing procedure
- Schedule and manage vendors
- Track due diligence deadlines
- Recommend providers and coordinate with:
 - Lenders
 - Appraisers
 - Inspectors
 - Title company
 - Escrow company

NEGOTIATION

- Offer strategy
- Price
- Inspection resolution
- Appraisal resolution
- Title resolution
- Multiple offers
- Seller concessions
- Earnest money
- Inclusions and exclusions
- Conditional sale contingency
- Survey resolution
- Due diligence resolution
- Closing and possession date
- Payment for failed or untimely possession

Creating Home
SAN DIEGO



BUY

FOR YOUR FAMILY. FOR YOUR FUTURE.



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