
THE

Complete Home Buying Experience

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Common Misconceptions of Homebuyers

Getting prequalified by a lender is free of cost!

Just because I work at Hometown Realty does NOT mean I can only help you view and purchase Hometown Realty listings. In fact, most transactions are done between different real estate companies.

Home buying is a process of elimination, not selection. Rarely will you find the perfect house.

By hiring me as your Realtor, you do not have to pay me. The seller pays the agent commissions at closing.

4 Bedrooms
3 Full Baths
2 Car Garage
Location: Excellent
Condition: Immaculate

3 Bedrooms
2.5 Baths
2 Car Garage
Location: Excellent
Condition: Good



How Do I Schedule Showings?



- 1 I will set you up on your own personal portal to search for homes. This allows you to view new listings as soon as they hit the market.
- 2 Ride by houses that you are interested in to determine if you like the exterior features, neighborhood, and location.

- 3 Contact me to schedule showings. Please provide me with 24 – 48 hours notice if possible. Between work schedules, children, pets, and everyday situations that buyers, sellers, and Realtors encounter, scheduling showings with as much notice as possible makes the process easier.



The Home Inspection

Once we receive the inspection report on your house, you will be granted the opportunity to request repairs by the Seller, or request a credit in lieu of repairs.

- What you **should** request: defects (a condition which impairs the normal stability, safety, or use of any buildings)
- What you **should not** request: cosmetic flaws (examples: normal settlement cracks, roof that is towards the end of its life expectancy that currently is in working order)

Important Reminders

- 1 You are buying a used house, it will not be perfect.
- 2 If the home inspector recommends that something specific is to be inspected by a specialist, it is your responsibility to have that inspection completed within the time frame stated in the contract.
- 3 Selling a home is just as emotional as buying one. Just as we do not want to be offended, the Seller does not either.
- 4 Prioritize the defects you would like to have repaired by the Seller.



Transaction Details

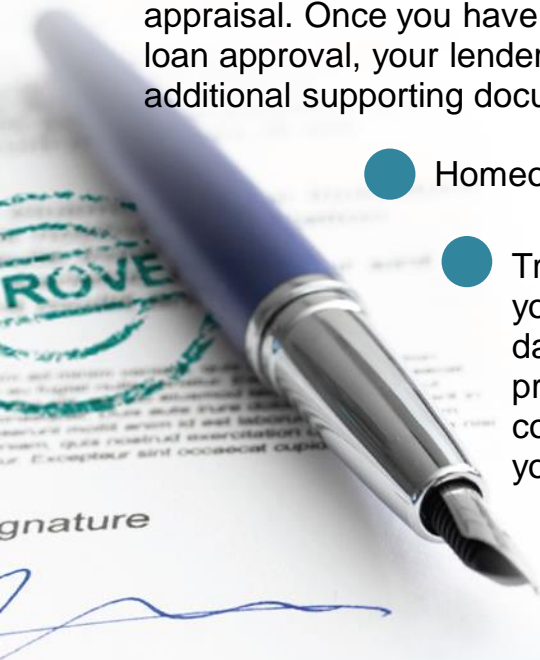
- Review the Homeowner's Association Package (if applicable)
- Seller orders termite, well, and septic inspections (if applicable)
- Make written loan application within 7 days of ratification. Your lender will then order the appraisal. Once you have received conditional loan approval, your lender may request additional supporting documentation.

● Homeowners Insurance

● Transfer the utilities into your name, effective the date of closing. I will provide you with the contact information for your utility companies.

Transaction Checklist:

- ✓ Financing
- ✓ Inspections
- ✓ vendor coordination
- ✓ ~~Disclosures~~
- ✓ Title
- ✓ Appraisals
- ✓ Home Repairs
- ✓ Final Walk-Thru
- ✓ Bylaws
- ✓ Association Documents
- ✓ Moving Coordination
- ✓ And More



The Client Appreciation Program

Service before, during & after the sale

- 1 Even after your closing, I'll be there to assist you with all your real estate needs
- 2 You'll be receiving valuable information in the mail on a monthly basis
- 3 Consider me your source of referrals for all types of businesses, whether related to a real estate transaction or not. I've partnered with competent professionals who would be happy to serve you.




Thank you ...

If you had a friend, family member, or co-worker that was interested in buying or selling a home, am I the Realtor you'd refer them to?

When you come across someone interested in selling or buying real estate, I'd appreciate you referring me to those who would benefit from the excellent service and personal attention I provide.

Just provide me with your referral's name and phone number, and I will be sure to quickly contact them!



Oh, by the way®...
I'm never too busy for any of your referrals!