

## ***Buying A Home – The most important purchase you will ever make for your family!***

### **What is your buying power?**

A Realtor can not only facilitate you in a real estate transaction, but help determine your buying power. With an experienced Realtor, he or she can help you obtain a pre-qualification letter and help you choose the best lender that suits your needs. Having a pre-qualification letter increases your buying power and lets the seller know that you are serious.

### **Finding a home and weeding through the bad ones.**

A Realtor has many resources and can assist you in finding a home, gaining access to the property, and information about the community. They can research the most recent sales to determine value and give advice about normal market conditions. An experienced Realtor has trusted home inspectors that they can recommend to determine the condition on the home. An experienced Realtor can also recommend contractors to get accurate quotes on repairs or upgrades needed.

### **Negotiating and going to closing!**

Finding the right home is only the beginning of the buying process. An experienced Realtor negotiates hard on price, financing, terms, and date of possession to enable you to get the best deal possible. After ratification of the contract the fun begins. An experienced Realtor guides you through home, termite, well and septic inspections along with working with an attorney to make sure you have a clean and clear title when you purchase the property. The main goal of an experienced Realtor is to keep you on track and make sure the closing date is met.

## ***Selling a home – If not done right it spells out catastrophe!***

### **What is the current market value of your home?**

Pricing a home is one of the most important steps in the process of selling your house. By pricing it correctly upfront it will save you time and appraisal issues down the road. A Realtor is the market expert on the recent sales in your area and they can guide you to the correct market price that will maximize your profit.

### **Marketing strategy**

A professional Realtor will discuss what is the best marketing plan for your home. There is no one shoe fits all plan. Each home is unique and requires a unique marketing plan.

### **Closing the sale – when things start to get exciting**

After getting your home under contract there are many additional steps required to make sure you have a successful closing. The next big steps are the home inspection and appraisal. A Realtor can help you navigate through this process so that you will have a successful closing. Questions and problems often come up that can cause a bump in the road to closing. For example, unexpected repairs or lender problems. Most of the time the paperwork to resolve these issues can be overwhelming for a seller. A Realtor is the best person to help you navigate through the problems and take you to a successful closing.