

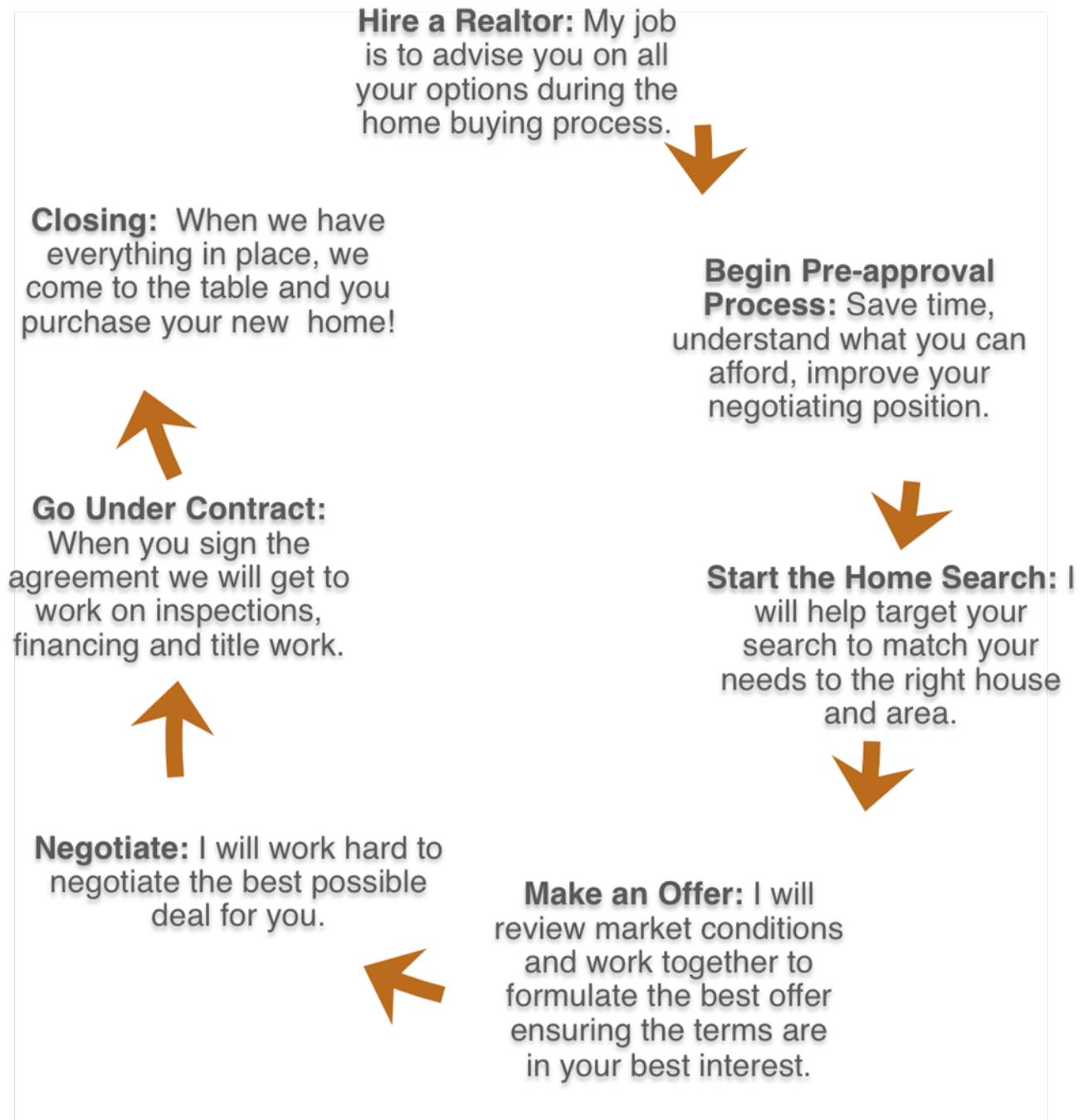
The Home Buying Experience



Presented by
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Steps to buying a house



When Hiring a Realtor

Three ways you can be represented by a REALTOR during the purchase of a home:

1. Buyer Broker Representation - An Agent Represents the Buyer

Buyer broker representation means that you sign a Buyer Representation Agreement to work with one agent. Their fiduciary duty is exclusively to you, which means that a buyer broker should put your interests as a buyer first and foremost. A buyer broker will listen to your needs and concerns and do their best to provide you with the best possible information and resources to assist in your home search. When the time comes to complete your home purchase, your buyer broker is responsible for providing you with all information that affects the sale, handling negotiations with the seller or seller's agent and making sure any issues are handled efficiently. This scenario is advantageous to you as a buyer because the creation of a client-agent relationship ensures that your interests are protected, and your home buying needs are met!

2. Working with the Agent Representing the Seller

When you see a property that you like, and call the agent listed on the property, you are working directly with the home seller's listing agent. While this might seem like an easy or uncomplicated scenario, it is not in your best interest as a buyer, because the seller agent's fiduciary duty is exclusively to the seller. As a buyer or potential buyer, you should not tell the seller agent any information you do not want the seller to know because the seller agent must disclose to the seller any important information that affects the sale.

3. Disclosed Dual Agency - One Agent Represents both Buyer and Seller

When one agent represents both the Seller of a property and you, as a Buyer, they have a fiduciary duty to both parties, and should do their best to negotiate a transaction with both of your best interests at heart. There are, however, a few limitations to this scenario and some rules in place to protect all parties involved.

Buyer Brokerage Services

Your home purchase is more than just “buying a house.” It’s one of the largest purchases most of us will ever make. It affects your lifestyle, your family, and your budget. If you have any questions...ask! That’s what we are here for.

- I represent you as our Buyer Client in every step of the home buying process.
- I make the process of buying your home easier through pre-approval with our preferred vendors.
- I research homes that meet your specific needs.
- I do our best to make sure you are the first to see new listings that meet your needs as they come.
- I contact all other brokers or private sellers and schedule all appointments.
- I help you determine the property’s fair market value before making an offer.
- I write the offer and advise you on the best approach in negotiating the offer.
- I verify information on the seller’s disclosure or provide sources for verification of the information.
- I monitor all activities and facilitate communication with the key people involved.

We are always available to address your questions and concerns!

Making an Offer

STEP 1: I will provide you with a Comparative Market Analysis (CMA).

STEP 2: Determine the price you are willing to offer.

STEP 3: I will then draft a Purchase and Sale Agreement including the following key details:

- Offer Price
- Terms of the offer
- Estimated Closing Date
- Earnest Money deposit amount (1-3 percent of offer price)
- Due diligence to inspect property
- Subject to approval by your lender letter

We may also include the following:

- A Comparative Market Analysis to support our offer.
- A cover letter detailing your strengths as a buyer
- A personal letter from you saying why you want this house.

Offer Accepted! Now what?

- Earnest money will be delivered to the escrow agent
- Home Inspection will take place
 - Home Inspection \$300-500
 - Radon \$100
 - Water \$100
 - Septic \$200-400

All prices are estimates.

If your inspection is not satisfactory, you may renegotiate the terms, seek a price reduction to cover repair costs, or terminate the contract. If you terminate the contract during your inspection time, you will get your earnest money returned.

Once you are satisfied with results of the findings of the inspections, you are “Under Contract” and the offer is a binding contract and we proceed to closing!

What to Expect at Closing...

The closing will be managed by the title company, lender or real estate attorney and can take place in one of the following offices:

- The Title Company
- The Lender
- A Real Estate Attorney

The process includes:

- Signing all required paperwork
- Paying the seller
- Paying the costs and commissions associated with the sale
- Filing the sale with the county tax office
- Recording the sale at the country tax office

Receiving the keys to your new home

Buyer Client Questionnaire

Name(s): _____
Address: _____
City/State/Zip: _____
Home:(____) _____ Work:(____) _____ Other:(____) _____
Email(s): _____

What Type Of Home Do You Want?

Single Family: _____ Multi-Family: _____ Condo: _____ Land: _____ Business: _____

Amenities:

Number of Bedrooms: _____ Number of Bathrooms: _____
Basement: _____ Family Room: _____ Fireplace: _____
Garage: _____ Lot Size: _____ Multi # of Units: _____
Zoning (business use) _____

What Style Do You Prefer?

Cape: _____ Colonial: _____ Garrison: _____ Ranch: _____
Split Foyer: _____ Contemporary: _____ Other: _____

Town(s) You Are Interested In _____

Neighborhood or Rural Setting? _____

When would you like to move? _____

Do you own or rent? _____ Do you have to sell before you buy ? _____

When is a good time to meet for showings? _____

What price range are you comfortable in? _____

How much do you want to put down? _____

Other Important Features: