

21 REASONS TO HIRE A BUYER'S AGENT

1	We are licensed professionals and will be your advocates throughout the entire process (it is unlawful to act as an agent without a license).
2	Access to our network of Lenders, Inspectors, Attorneys, and Title Companies.
3	Buyer consultation to analyze needs and wants as well as location benefits and school ratings.
4	Setting up specific online home searches and following along with the buyer on those searches, as well as making suggestions and informing of any known material defect, as well as the negative aspects of potential listing.
5	Discussing the market trends and going over past sales to explain the market value, days on the market, and history of each listing and town or area.
6	Explaining an MLS sheet and Seller disclosure and what pitfalls to look for or why a seller doesn't fill one out, as well as property taxes and property assessments.
7	Discussing what to look for on a showing, pointing out important features and benefits from each home, as well as delivering feedback to the listing agent.
8	Discussing potential inspection pitfalls on each showing and suggested possible repairs or upgrades/updates.
9	Creating a CMA on properties of interest to assist in offer pricing.
10	Drawing up and explaining the offer process, paperwork, forms, and what types of contingencies a buyer can use, what they mean, good or bad.
11	Discussing your financing and approval with the lender to make sure you understand the terms of the loan and the closing costs and timing.
12	Going over HOA documents, including rules and regulations of a condo purchase and leases of a multi-family purchase.
13	Explaining why an attorney is needed above and beyond the agent and lender and what their job is in the process.
14	Attending all Inspections and providing guidance on potential repairs and if the appraiser will potentially see any flags (FHA and VA Loans).
15	Presenting offers in the most favorable terms from the buyer's position.
16	Delivering the escrow and arranging for signature from the seller and listing agent, then delivering the accepted offer to the lender.
17	Discussing why an offer was not accepted and offering suggestions on how to make an offer stronger if not successful submitting an offer on a particular listing.
18	Explaining appraisal process and how it works from the lender side and potential reasons why the home would not appraise.
19	Discussing the underwriting process and working with the lender for final approval and commitment.
20	Assistance in reviewing all closing documents with the lender and attorney prior to closing.
21	Attend closing walkthrough and closing, making sure everything is in order and delivery of the keys.