



62 THINGS I WILL DO AS YOUR REAL ESTATE AGENT TO HELP YOU BUY YOUR DREAM HOME

As an experienced Real Estate who provides professional representation and community expertise to the public,

I want to send you this guide that will help you understand exactly what I will do for you...

From time, some of my clients want to know if I would share their housing expenses with the commission I earn (to help them buy their house.)

First, I want to point out about the perception of asking to share an agent's paycheck is not really to the advantage of the person asking for it. .

This is why:

It should be of a concern if I'm willing to give up part of my paycheck just to "EARN" your business, then my services really have no value to you.

Another thing,

Would you give up part of your paycheck if someone asks for?

When you know deep in your heart, that you are going out of your way to protect them, to save them thousands of dollars and service them for the rest of their lives?

Of course not,

Just like you do, I support my family with my paycheck on the form of commissions earned,

I have to pay taxes on that money, just like you do,

My broker also takes a percentage cut so I can work under their protection, support and their license.

Beware if anyone who is willing to part from their commission;

Because that is someone who is willing to part from negotiating. . The best possible price for you!

If you cannot validate what you are worth as a real estate agent....then you are forced into paying people just to work with you.

Below you will find a minimum of 62 things I do very well for you

62 things that I can assure a fast discount agent will not excel doing it simply because they don't need to.

Just for the appearance of saving a couple thousands of dollars here and there...

You may end up paying tens of thousands of dollars MORE throughout the course of your 30 year loan.

You may be over-paying and putting your financial status in peril...
Just because no one is looking out for your best interests.

Over the years, I know this fact,
Broken dreams are made of this. . .
Fast discounters pushing you to settle for the average . . . and average service you will get...
I don't want to offer you average services,
On the contrary,
I want to exceed your expectations
To a higher level where you will be assured
That your interests will be well protected. .buying one of the most important assets of your lifetime

Let's together achieve your dream now!

THIS IS WHAT I WILL DO FOR YOU. .

1. ☐ Free Analysis of your Real Estate Needs
2. ☐ Determine Housing Criteria
3. ☐ Continual update Criteria and Needs
4. ☐ Research Properties
5. ☐ Research and Answer your questions in a timely manner
6. ☐ Continue to send you listings that match your needs
7. ☐ Use technology to your advantage
8. ☐ Send you information pertaining to your move or relocation
9. ☐ Available to show homes on your time schedule
10. ☐ Professional Service at all times
11. ☐ Provide information on short term stay (Hotel & Rentals) if needed
12. ☐ Educate on all areas of Buying Process
13. ☐ Educate you on New Construction Opportunities
14. ☐ Provide information on schools, communities, employment, etc...

15. ☐ Preview homes for out of town clients
16. ☐ Pre-Buying Counselor
17. ☐ Discuss your financing needs
18. ☐ Provide them with qualified contacts to Mortgage Brokers
19. ☐ Make Appointments and Show Properties
20. ☐ Provide Timely & Professional Disclosure & Research
21. ☐ In car Review: Pros & Cons of each Property
22. ☐ Point out “Hot Buttons” while showing
23. ☐ Help with Loan application questions
24. ☐ Follow up of Loan application with Mortgage Broker
25. ☐ Help cleaning up Credit if needed
26. ☐ Analyze Purchasing Timeline and Needs once property is located
27. ☐ Free Market Analysis for property to make educated offer
28. ☐ Call Listing Agent to get Sellers Disclosure
29. ☐ Draft the offer, Prepare and determine correct paperwork
30. ☐ Research Tax Records
31. ☐ Check out Flood zone
32. ☐ Information on Utilities
33. ☐ Explain all paperwork before signing
34. ☐ Generate Net Sheet
35. ☐ Write offer, collect deposit monies and provide verification to Listing agent
36. ☐ Submit contract, follow up

- 37. ☐ Negotiate Contract until Mutually Agreeable
- 38. ☐ Review and Explain Final Contract
- 39. ☐ Send Title Company Executed Contract
- 40. ☐ Schedule and Attend Home Inspection with Buyer
- 41. ☐ Schedule and Attend Termite Inspection
- 42. ☐ Provide Insurance Agents to Buyer
- 43. ☐ Verify loan process has begun
- 44. ☐ Review Home Inspection Findings with Buyer
- 45. ☐ Re-negotiate Repairs if needed
- 46. ☐ Order Survey/Appraisal
- 47. ☐ Assist to meet finance deadline
- 48. ☐ Monitor Contingencies – Financing, Home Inspection, Etc.
- 49. ☐ Oversee Transaction
- 50. ☐ Check on Homeowners insurance
- 51. ☐ Verify title agency has all necessary documentations
- 52. ☐ Follow up with Lender on all aspects of closing process
- 53. ☐ Schedule closing: Time/Place
- 54. ☐ Review HUD (Closing Statement)
- 55. ☐ Final Walk through
- 56. ☐ Determine funds to be brought to closing and inform buyer in timely manner
- 57. ☐ Coordinate between lenders and Title Company to determine buyers amount needed
- 58. ☐ Release pertinent information to Title Company

- 59. ☐ Explanation to buyer on closing requirements
- 60. ☐ Attend your closing
- 61. ☐ Give Buyer their keys to their new home!
- 62. ☐ Follow up after closing –and insure that everything is going fine in your new home.

**MAXUS REALTY GROUP... TRUE PROFESSIONALISM TO HELP YOU
FIND YOUR HOME
62 REASONS WHY YOU SHOULD HIRE US!**