

Connor MacIvor Santa Clarita Home Expert (00:00):

New Speaker (00:00):

Good to everybody. Connor Mac I ever hear Santa Creta home experts.com. This is your podcast via lots of different platforms. I do also upload this to YouTube. We're going to talk about real estate today, February 4th, 2021. So let's get into it. I have been surfing the worldwide web looking for some questions that are very commonly asked by both real estate buyers, real estate sellers. So I thought for today's show, I would pull information from Ruby home.com a real estate website that I'm pressed with because they are hitting very high up in the search engines. And they're giving Zillow, Trulia, realtor.com, Redfin, and those syndication websites a run for their money. So it makes me very happy to announce. So I'm going to go ahead and pull these questions from here and I'll give you my answers. And of course, uh, I'll be putting these together later via our blog, which is Santa Clarita, home experts.com forward slash blog.

Connor MacIvor Santa Clarita Home Expert (00:54):

Now, prior to getting into these top 15 questions, I did want to look at inventory because that is all the buzz right now. Anybody interested in real estate, they're looking at the real estate inventory here in Santa Clarita Valley. And they are very concerned because there is very, there are very few residences for sale. This is going to include condominiums town homes, single family residence as being very few and far between as far as being on the market for sale and the ones that do enter the market, they do move rather quickly. In fact, three or four days, typically those single family residences or condos or downloads depending are swamp with offers. And after that particular point, usually the sellers are then tasked with responding to those encounter offer format. But it depends in some cases, just so you know, and people panic about this, but your offer doesn't have to be responded to.

Connor MacIvor Santa Clarita Home Expert (01:50):

Of course, you know, you'd want to know that it did get received, but at the end of the day, if there are 20 offers on a particular property and maybe yours wasn't anywhere near where those others are, it could be that the seller just says, you know what? We don't want to respond to all of the offers. We just want to respond to the top five or the top six or the top two are the top one. And that is the sellers prerogative. Of course you could reach out to the agent just to make sure that the seller saw your offer and get some kind of a, a formal rejection on that particular document or your offer. So you can know that you, your offer was actually seen and digested by the seller. But at the end of the day, what I always explain to my clients is we definitely want to go in strong depending on the property, depending on the comparable value, just to make sure that we're not overshooting on any particular piece of real estate.

Connor MacIvor Santa Clarita Home Expert (02:43):

And also what, uh, currently is keeping the prices very high isn't as was thought by a few phone calls I've gotten over the last week that the appraisers are keeping those numbers high in the market. It's not the appraisers. It though. It's the home buyers that have money in an account that are willing to pay the difference between what they offered on the property and what the appraiser says it's worth. So there are people may [inaudible] offers on residential real estate and they are starting saying to the seller, listen, I'm going to offer you \$800,000. I know that your house is on the market for seven 50, but I'm an offer you eight. And no matter what the appraised value comes in, I will pay the difference in cash to

reflect, or basically say that the, my offer at 800,000 is going to be where that price will go out on that property for you as the seller watch out for that kind of competition, that's big league ball.

Connor MacIvor Santa Clarita Home Expert ([03:46](#)):

And in some cases it really does put buyers in the hurt locker, but it's very difficult to compete with somebody that's willing to basically, no matter what, no matter what they're going to buy that house at no matter what the cost. So that's difficult. I do have a, uh, quite a big dissertation in my office. What I am speaking with people about making offers on real estate. And I do have my opinion, uh, whether or not that's a good idea. So we can talk about that when we get there. All right. So we're going to look at some, uh, saved search that I did put together. This is going to give us the latest inventory here in Santa Clarita Valley. We're going to jump over to page two. We're going to look at active inventory and we're going to cover act through Valencia. So act in Aqua Del se, and we're going to cover Canyon country cast stack new, huh?

Connor MacIvor Santa Clarita Home Expert ([04:39](#)):

Y'all sagas Stevenson, ranch and Valencia. And that's going to be everything thing currently on the market, whether it's it's a single family, residences, condominiums, townhomes, duplex, triplex, or quadplex. So, yeah, as of right now, 8:56 AM, February 4th, that specific standard time, February 4th, 2021, 181 units for sale. These are going to be like I said, condos, town homes, single single-family residences, all through Santa Clarita Valley, acting through Valencia. That's it 181 units. Uh, right now we are seeing properties, a lot of properties being listed for sale, and they're utilizing the coming soon category. So 25 of these 181 listings, you're not even seeing reflected online as of this point. So this is my suggestion into the people that are looking to see what's on the market, trying to get tap into the market, trying to find out the best ways, best practices for them to approach real estate.

Connor MacIvor Santa Clarita Home Expert ([05:43](#)):

I'll tell you this, you definitely want to find your local real estate agent, and you definitely want to have them set you up on a matrix search. A matrix search is going to be from the multiple listing service. So when properties do come on the market and they're being pre marketed or pre advertised as being for sale, but not actually active, you'll still see those listings. You're going to miss out. If you're relying on some of the syndication systems out there to give you real estate information, plus a lot of the syndication websites, they make their money by selling your personal and private information to real estate agents, real estate lenders, moving companies, box stores, uh, grocery stores, all of these different entities are paying for your personal private information. Once you enter it saying, gee, I'm interested in looking at real estate, then what do you see where you're going to see your Facebook feed?

Connor MacIvor Santa Clarita Home Expert ([06:40](#)):

You're going to see Instagram, whatever other systems are out there you have that you tune into for your social media. You're going to see those ads popping up and they're going to be telling you, Hey, real estate here, real estate there real estate everywhere. So watch out for that. So we have 181, uh, units we have, as I said, 25 of those are actually coming soon. Not even on the market yet. You can very simply. If you don't have an agent out here, I would love to have the opportunity to set something up where we'd be able to have a sit down. We'll be able to explain you the entire real estate process and be a real estate representative, but you can reach out to me by telephone, or by going to Santa, create a home experts.com and then reach out to me that way I am Connor MacGyver.

Connor MacIvor Santa Clarita Home Expert ([07:27](#)):

I'll be happy to start searching for you and show you those coming soon listings, as soon as they get publicized and they do have 21 days from the time they enter the market and coming soon phase till they activate. So that's quite a bit of time to get you prepared. So you at least get a glimpse of the market and maybe you'll see that one that you really like and go after it. All right, so houses are selling quick within hours. In a lot of cases, there are multiple offers on properties. Let's go ahead and jump over here and talk about these 15 top 15 common real estate questions. So people ask and they asked this on our blog, on our different forums and stuff out there. They want to know the first, the first step in the real estate process. And the first step is always after you talk to your local agent, you're going to definitely want to find out if you're going to need to borrow money to buy this piece of real estate, you're going to want to talk to a lender.

Connor MacIvor Santa Clarita Home Expert ([08:27](#)):

Not all lenders are created equal. So talking to a good local resource, a local lender is going to trump. A lot of the national lenders for the simple reason that they do have their hand on the pulse of the local market. In addition, agents on a local level are going to trust them a lot more than a national lender because of the accountability. Uh, both of them can perform a national lender, somebody advertising at Oh, dark 30 TV. When you happen to be up and, you know, suffer from insomnia. And you're watching those infomercials telling you, Oh my gosh, we can loan you money all day long. And we're going to give you the best in the world of interest rates at the end of the day, getting them to perform when they're 2000 miles away, when it's coming down to zero hour and the transaction is about to finish, making them do what they need to do is very difficult.

Connor MacIvor Santa Clarita Home Expert ([09:22](#)):

But when you're dealing with a local lender, you could go door, knock that local lender. You go to that local lender's house. You could do all sorts of things to get that local lender to continue or finish or communicate. And I will tell you this from my experiences, local lenders, aren't the type that are going to go dark on you. When you need answers to questions pertaining to your loan, your mortgage, your refinance, or whatever it may be. That's where the local lenders are still winning out. And that's why they haven't been taken over by the likes of these national lending companies, these mega mortgage companies. So that's very important. So that's number one. You're going to want to talk to a lender after you speak with your agent, number two, how long does it take to buy a home? It's going to depend on the market here in the article.

Connor MacIvor Santa Clarita Home Expert ([10:12](#)):

It says 10 to 12 weeks. It's actually gonna depend on when you identify that residence. And once you decide what you want. So if you're looking for three bedroom houses and you want that to be in Valencia, and you know, you like Bridgeport area or you like North bridge or North park area, then that pretty much whittles down that search. So whenever that house comes on the market, depending on how much competition you might be able to get the property, or you might not be able to get it depending on how much you willing to offer or the other terms of the way that you had your agents structure, your offer. A lot of sellers out there are looking for the best offer, not only in amount like cash offer, but also in the way that the terms are being put together within the contract itself.

Connor MacIvor Santa Clarita Home Expert ([11:02](#)):

Remember before where we first started, today's real estate broadcast, I did discuss some buyers are going into properties and they're automatically waiving the right to have an appraisal basically stating we're going to still have an appraisal on this particular property, but I'm going to pay the difference no matter what that happens to be between what the appraised value is, if it is different and what I offered on the home. Remember I talked about that. That's where the best scenario comes into play for these real estate sellers. Some buyers are approaching real estate, starting with them, doing their own negotiation, not relying on a seller's agent to come back and want to change, uh, these different fields within the offer. So 10 to 12 weeks, not too bad as far as an estimate goes, but again, you could find something day one working with me and 30 days later own it.

Connor MacIvor Santa Clarita Home Expert ([11:55](#)):

So it could go that quick. What's a sellers market. Sellers market is definitely where we are currently as of February 4th, 2021. And we've been in a sellers market for the last few years. Sellers market means there's not much inventory. There's a high buyer drive. So there's a lot of competition out there between buyers, not between sellers. If there are 10 houses that fit your criteria in your price range, more than likely that type of market's not just not going to be a sellers market, that's going to be more of a buyers market. But again, it depends on buyer drive, but a sellers market is when usually there's lacking inventory and a high buyer demand sellers are able to call their shot. So when buyers go in and they get through the escrow process and they want to ask for things to be repaired or fixed a lot of times the sellers shake it off and say no, because they know that they had 15 people that wrote offers on the same property that were willing to waive those requirements or willing not to ask for anything being repaired.

Connor MacIvor Santa Clarita Home Expert ([13:01](#)):

So the sellers are pretty confident that buyers are going to continue to perform. Even if the sellers turn around and say, no credits, no discounts, no nothing. You're going to buy my house as is. So we do see that a lot in this market, but that's definitely a sellers market, a buyer's market on the other hand is when a buyer has a lot to choose from. And in fact, back in the day, the last buyer's market we encountered, we were able to actually have sellers pay a lot of the buyer's closing costs. So whatever you're purchasing residential real estate in house is \$300,000. It's actually gonna cost you somewhere around 312 to \$315,000 that extra 12 or \$15,000. Those are closing costs. But what that includes as a real estate buyer, it's going to include you're part of escrow. You're part of the escrow fee.

Connor MacIvor Santa Clarita Home Expert ([13:53](#)):

You're part of the title insurance fee, and then your lender fee. Now, what is escrow? Escrow is a third party. Entity takes care of the documentation of paperwork, supposed to be a neutral party that handles all of the documents and makes people perform and adheres to particular timelines in a real estate transaction, basically an escrow. Officer's going to take the original deposit check and going to start the process, ordering different things, especially in California, lots of things have to be ordered to make sure there's full disclosure and make sure you as a real estate buyer, no everything possible. There is to know about a particular piece of real estate before moving on or purchasing it. So they fulfill all of those things and make sure everybody is doing what they need to do when they need to do it. So that's escrow and the seller has their escrow fees.

Connor MacIvor Santa Clarita Home Expert ([14:50](#)):

Buyers have theirs on the other part of the fee structure there, you're going to have title insurance, title insurance. This kind of started coming out recently. Maybe you've heard more about title insurance and the news and on, on radio. And it's interesting to me because this never used to be a thing. Title insurance is now starting to be talked about because there are bad people out there in the world that want to do your harm. So you have a house, they go out and they change title on your residence to a different name, and then they pull money out. So this is something that they say happens a lot. I don't know if it does or doesn't, but title insurance is supposed to protect that from happening because they know, for example, Connor, Iver owns a house in Valencia. And now all of a sudden Connor MCI were owns a million dollars on his house.

Connor MacIvor Santa Clarita Home Expert ([15:49](#)):

And then that was his original loan amount. But now Connor MacGyver owns 1.5 million. So they should be able to say, you know what? This Catholic went in there trying to change the name on the house. That's not Connor or the person that tried to refinance the house. That's not Connor. This is all a title insurance thing. The other thing that they do, let's say I buy a piece of real estate and this does happen from time to time. And somebody comes in door, knocks me and says, Hey, listen, I put this garage door on your house and I'm going to Sue you. I said, well, I just moved into the house. I just bought it. But I didn't have that deal with you as the previous owner of the residence, they said, well, we're going to Sue you. Anyway, title insurance usually is something that's going to try to fix that as well.

Connor MacIvor Santa Clarita Home Expert ([16:33](#)):

So that's 1%, usually all sort of one point. And then finally, as a buyer, closing costs are going to be your lender's fee, whatever they're charging. So in round numbers, that looks about to be one percentage, 1% for title 1% for escrow, 1% for your lender, about 3%. So that's usual. So, you know, a \$300,000, you're looking at 3% of that's what nine grand or so. So that's kind of where the numbers are. I said three 15 and, uh, three 12 to three 15, but it's actually about \$9,000. It's going to depend the higher, the price. The more closing costs might be, but in a back in a buyer's market, you get the seller to pick up those costs instead of the buyer, having to pay that out of pocket, or by trying to include that into the loan. And sometimes you can get the sellers to do that depending on the market.

Connor MacIvor Santa Clarita Home Expert ([17:27](#)):

And depending on how competition is, if everybody buying residential real estate, we're asking for sellers to contribute to their closing costs, give them discounts to allow the closing cost to be financed or whatever. Then at the end of the day, that would probably be a very accepted practice. The problem is, is that's not where we are in the current market, but if we ever back to a buyer's market at some point in the future, which we will, once that happens, then you will start to see that dynamic change. And more buyers are going to be asking for closing costs instead of needing to come out of pocket, because they're already going to be doing their down payment out of pocket. They're going to need that reserve. They're going to have to do their inspections out of pocket. They're going to need that reserve. So you need to pay for an appraisal home inspections, maybe a roof inspection, those sorts of things.

Connor MacIvor Santa Clarita Home Expert ([18:15](#)):

These are all out of pocket fees. That the, a point that those services are conducted at the property, then of course the closing costs. So that's it, that's a buyer's market. What's a stratified market. So a stratified market, for example, Santa Clarita Valley Holly, right now, you're looking for that hot, the hot button properties, anything between 450,000 to about 780 to \$800,000 is going to be in that hot pocket.

That super hot zone, those properties aren't lasting long single family rentals. It says three plus bedroom located in Valencia (913) 559-1354. Zip code also Stevenson ranch, nine one three eight one also sagas, California. It's not lasting very long at all, but when you get above 850 \$900,000, those properties are taking longer to sell. So that's where the market becomes somewhat stratified. Then you go below this particular figure and it's going to depend on the location of the property.

Connor MacIvor Santa Clarita Home Expert ([19:19](#)):

But if you're looking at condo, townhome depends on the condo townhome unit, but that could take a little bit longer to sell. So it's not where you have an entire market. That's moving at the same pace. You basically have different pieces of the market, different price ranges, different real estate types, selling, uh, different timeframes, not as fast as some cases, faster than other cases. So that's basically a simple, a simple explanation of what stratified means. How much do I have to pay? An agent helped me buy a house, nothing a buyer's agents like myself. Uh, I don't cost you anything as a real estate buyer. My expertise, knowledge and experience since 1998 free for you. Uh, I get compensated by the seller, whoever that is, whether it's my seller's listing or a thousand other different sellers out there, they pay me to bring my buyer to the house and negotiate for my buyer.

Connor MacIvor Santa Clarita Home Expert ([20:16](#)):

That includes representing my buyers at new housing as well. The new home builder pays me to be there for my client, representing you and fighting for your rights and negotiating you to get that best price, best benefits, best everything. So I don't cost you anything at all. Moving into this. What kind of credit score do I need to be buy a home? That's going to depend a FICO score. That's going to be your credit score. It's going to correspond to three bureaus. They're going to take averages usually and going to look at your credit and find out why the number is where it is. I've heard people as low as 580 getting loans, uh, six 20 getting loans and so on. That's definitely a lender question because credit score, isn't the only, the only piece of the puzzle. You're going to need financial documents, profit loss statements.

Connor MacIvor Santa Clarita Home Expert ([21:08](#)):

If you're self-employed, you're going to need W2's and so on to be able to establish income paycheck, stubs, tax returns, all of those items. And they're going to look at them pretty carefully to make sure you are in fact qualified. So having a good credit score, of course that's part of it, but there are other factors that are important as well. How much do you need for a down payment? It's going to depend on the type of loan, a minimum, if you're military veteran, nothing, that's zero. So if you were in the military and you have a honorable discharge, DD, two 14, all that fancy stuff, or currently in the military, you can purchase a house with nothing down. So that still is in existence. And it's called a VA or veterans loan program, VA loan. And then the other part of that depends on the loan program.

Connor MacIvor Santa Clarita Home Expert ([21:54](#)):

You're going to be using the least expensive. Next step. If you're not a veteran, it's going to be an FHA loan, a loan that's produced by the federal housing administration. FHA. You can get into that one for three and a half percent down. So you do the math and, uh, realistically not much required as far as down payment, but earlier I talked about closing costs. So it's pretty good chunk of change to jump into the real estate world, real estate market. Something definitely consider. And then if you need those closing costs, there are ways to strategize and try to get the, so that to pay those. It's tough though, when everybody else is asking and you happen to be the only one, but there is a method in which I help my clients get those paid by the seller. Give me a call. We'll talk about that.

Connor MacIvor Santa Clarita Home Expert ([22:41](#)):

All right. So we did the down payment thing. Uh, should I sell my current home before buying a new one? The great question. You know, what's nice about that. About actually selling your residents before you buy something else, you can kind of relax a little bit, but the thing is, is where you're going to stay. So these are questions you want to ask yourself. If you are going to be selling your house before buying another one. Great, but again, where are you going to be living? If you have that taken care of, if you have an RV, let's say your RV people, you love RV, and you're going to be staying there. That's perfect. So that you can take your time. By the other side of that coin. If you don't have anywhere to go, you don't have relatives or friends or whatever. You're not a wealthy enough or have enough money to be able to go stay an extended, stay America or not comfortable with that then.

Connor MacIvor Santa Clarita Home Expert ([23:32](#)):

Yeah, probably not. You're probably going to want to try to sell your home and close on something else at the same time. And that does happen, especially now being a seller's market. The problem is going to be there side. When you go to purchase that house after your house is earning an escrow. Now on the other side, you're going to go buy a piece of real estate. What's your competition look like? Are there other people that you're going to be competing with that are actually going to not have a contingency as you have in the sale of your home? So that's something to consider. If we're looking at offers on your residence and thereby people that have houses to sell yet, we have maybe half a dozen in the mix that have nothing to sell, not contingent on anything. I would probably, it would be my instruction that we need to start looking more towards the people that don't have a contingency in place. There's a lot that can happen each container part of the process, and it can go deep folks. It can go many, many links. Each of these links back and forth, back and forth, and a transaction is only, yeah, as good as its weakest link. So you have of all these links together. You have buyers that are buying different homes. Each of those buyers has a house to sell. You could have a transaction that's five, six, seven, okay. There's deep.

Connor MacIvor Santa Clarita Home Expert ([25:09](#)):

Excuse me. It would create a big potential problem. If one of those links happens to break and one of the other buyers is unable to perform. Maybe they weren't checked out w you know, all the way by the lender. Maybe they had some problem death in the family or whatever it may be that they had to stop the transaction that could mess everything up from beginning to end. So it's something to watch out for earnest money deposit. That's a good question. That's your deposit money. It used to be back in the day. At the time a person would make an offer that earnest money was taken the form of a check made out to escrow. And I would then deposit that into the company's trust account. And then that 5,000 or whatever the deposit amount was that was gone. And it goes to escrow. If in fact our offer was accepted.

Connor MacIvor Santa Clarita Home Expert ([26:00](#)):

Now no money changes hands. The first money that changes hands, which is the deposit you basically are putting on contract. What's your deposits going to be? You provide proof of not only your down payment, but your deposit and the paperwork that are submitted with the offer via through me. So I submit all that proof of documentation, proof of funds, documentation to the seller. And then if the seller does choose us, or we counter back and forth, and we are the ones chosen to buy the residence. And if I go back to you and you still want to move forward with a great, then what happens is you'll have a certain amount of time to be able to get that deposit into the escrow company and usually done with a

wire. But, uh, you have to be careful these days. Cause there are a lot of very smart people out there defrauding a lot of other good people.

Connor MacIvor Santa Clarita Home Expert ([26:52](#)):

So you have to be careful with that. Uh, what we always do is we definitely want you to coordinate with escrow directly, talk to somebody on the phone, verify the numbers are correct before you go wiring money, because that might be the only money you have. And we definitely don't want it to end up getting lost or wire to somebody that isn't part of the transaction. So the story goes, is this some lady, I believe it was Kansas, maybe Nebraska buying a house and it was cash. Her life savings, \$35,000. She was finally going to be a homeowner and the \$35,000. She gets instruction from Asgrow about the time that she was supposed to that says, Hey, we need you to wire this money to this account. So she goes down to the bank, tells the teller off. So excited about to be a homeowner for the first time.

Connor MacIvor Santa Clarita Home Expert ([27:45](#)):

Older lady, really excited, saved hard, had a hard life. And she wires this money. Escrow calls her later this afternoon, finding out if she'd wire the money. She said, yes, escrow. So we don't have it. So they started doing some research and escrows email was hacked. It was picked up by some hacker, stripped out the document with the wiring instructions and substituted other information. So this lady's life savings ended up not going to escrow at all, but to some criminals bank account. So be very weary. And that's why there are disclosures for wire fraud and funds fraud. When you're moving money, especially large amounts, you got to make sure that they're going where they're supposed to go. So definitely want to please be careful. And I'll remind you of that. If you're working with me, how long can the seller take to respond to my offer?

Connor MacIvor Santa Clarita Home Expert ([28:45](#)):

If there's a lot of offers to respond to quite a while, uh, we've gone five, six, 10 days not getting a response back from the seller. Now in the offer, you're going to put seller to respond by a particular time and date usually given in that here in Southern California, two to three days, but it's also gonna depend on how busy the seller is. Uh, no money has changed hands. So the positives and actually really at this point, so everything's done on paper at that point. Are there legal consequences for the seller not responded by the time you wrote on contract? I don't know, not an attorney. That would be a good question to maybe ask to have I ever seen that followed up on by a home buyer, getting upset that the seller took longer to respond and the home buyer turning up, paying that fee to go after the seller, never seen that.

Connor MacIvor Santa Clarita Home Expert ([29:36](#)):

Uh, usually it's just time and depends on how many offers if you have. We had 22 offers on a property. We listed for sale, not too long ago. Uh, mid January ish and of those 22 offers. We went ahead and counted all of them. It took six days to write all of those counters. See it's not just simple, as simple as taking and countering all of them the same because each offer was different, maybe a different price. And you can clean that up by highest and best, but maybe somebody wanted the stove or refrigerator or washer and dryer, something that wasn't going to come with the property. Maybe somebody wanted the backyard lawn furniture. Maybe somebody wanted the safe in the garage. Maybe somebody wanted certain things that don't necessarily come with the property. Well, all of those items have to be addressed in the counter besides asking those buyers to give their highest and best offer.

Connor MacIvor Santa Clarita Home Expert ([30:40](#)):

So that's FYI that stuff that happens. So it can take them a while. So sit down and relax and enjoy the ride. What if my offer is rejected, um, they don't have to respond. They could, you know, out of the kindness of their heart, they could put rejected. But in essence, a seller doesn't have to respond to a real estate buyer. The agent working for you should of course have a good track history just in case you get upset or want to go after somebody, they should be able to prove that they were, uh, they, that the seller's agent was in possession of your offer, that they did receive it beyond that, who knows. But at the end of the day, it used to be, I see that a lot. I gotta get rid of that. Back in the day, it used to be that a lot of agents would try to double dip and represent their buyers on residential real estate.

Connor MacIvor Santa Clarita Home Expert ([31:31](#)):

Even with other offers, they would actually get rid of offers that they had received in order to bring to their seller, the offer that they have their buyer on. So they could double dip on commission. That doesn't happen anymore a lot of the time because, uh, there's a lot of straw buyers and the banks kind of got rid of that process where the banks would call up act like they were a buyer interested in a property to see if their agents were doing the right thing or not. And in some cases, agents got caught and got in a lot of trouble, including criminal prosecution. So that stuff isn't a joke anymore. And a lot of agents are of my mindset. I would rather not represent a buyer on one of my sellers listings on that same residence it's gets too complicated. And now basically I'm trying to fight for my seller and also fight for my buyer on the same property.

Connor MacIvor Santa Clarita Home Expert ([32:31](#)):

It's tough. So I would rather side with dual agency not being allowed as it is in about six States. I believe Canada does. And a lot of dual agency. So an agent cannot, or it's actually against the rules for an agent, represent the same buyer on the same listing that they're representing the seller as well. So I kind of liked that school of thought, but that's it. So they could, they could reject it. What I always tell my buyers let's make our offer strong going in. I like to have really good approval letters. I like to have really good local lenders vouching for people. I like my lender to call up that agent, representing the seller and have a conversation with them. So not just seeing that approval. Now the agent go to the seller and say, you know, Connor MacGyver's buyers. Their lender actually called me and pitched me the buyer stating that he went through all of this run.

Connor MacIvor Santa Clarita Home Expert ([33:28](#)):

All these records has all this documentation. So it's not just a run in the middle of garden, variety approval. This is something a lot more substantial. I like that. And that does help my clients. Should I order a home inspection? Absolutely. Every time every residence definitely. You're going to get that home inspector out there. We have a list of people we recommend. If you have somebody that can produce a written document, that's bonded, insured, educated members of the proper groups. Great. Bring them on board. We'll let them do it. But at the end of the day, yes, every house including new, I like to do home inspections that new as well. Some clients don't because there is a warranty usually by the builder for a particular amount of time, kind of a bumper to bumper type. That's going to take these particular residences two, three, five, 10 years, maybe into the future.

Connor MacIvor Santa Clarita Home Expert ([34:21](#)):

You can always have stuff fixed by the builder, but you know, some things are missed even in new housing. And then finally, do I need to do a final walkthrough? Absolutely. Yes. Final walkthroughs are

part of the process that are done just before the property funds and records, which is towards the end and the reason why you want to do it, just to make sure that the seller did made good on the things that they said they were going to repair. And also to make sure that it looks like the sellers moving out because you definitely, if it's especially tenant occupied, you don't want everybody to be sitting down watching television real comfortable as you're doing your walkthrough, you would hope that they would be moving. So you want to make sure that they're starting to do, uh, to make those movements, to get out of the property and so on.

Connor MacIvor Santa Clarita Home Expert ([35:08](#)):

And also they didn't take things they weren't supposed to take. And, uh, the houses as you expected it to be as it's going to be delivered in the next two or three days after the final walkthrough. Everybody. Thank you so much for tuning in. I am Connor MacGyver. I appreciate you putting up with the coughing and Santa Clarita home experts.com at Remax, uh, February 4th, nine 27 hours in the morning. Please let me know if I can help you. And we will talk to you very soon. I am Connor Mclver, Santa create home experts.com over and out.