



80 Things We Do as Your Buyer's Agent

When we represent a buyer, we put all our efforts and energies into helping you identify and secure the home you identify as “the one.” Sure, there is lots of researching and driving. And there is lots of unlocking doors. But there is so much more that REALTOR brings to the table when we work with buyers.

PRIOR TO FINDING A HOUSE

1. Listen to your goals and advise you on specific ways to meet them in today's market
2. Setup a search in MLS to develop a list of your wants and needs for a house
3. The search that was setup in MLS will inform real estate agents your home preferences for reverse prospecting
4. Provide names of lenders who are reputable, competitive, and creative
5. When requested, provide a list of questions to ask when shopping for lenders
6. Work with you and your lender to find the right loan program
7. Review good faith estimates and help compare costs and monthly payments
8. Make appointments to see homes in an efficient manner at times convenient to you
9. Call “For Sale By Owners” that we find to see if their property would meet your needs
10. Attempt to negotiate commissions with “For Sale By Owners” so that you may buy the house with representation for the lowest cost
11. Reach out to owners of houses that are not on the market, but may be of interest to you
12. Explain the home buying process from start to finish
13. Provide out of town buyers with a a ‘local’ perspective
14. Call listing agent on properties of interest to ensure properties are available prior to showing
15. Frankly discuss resale potential of houses of interest
16. Arrange to have a licensed agent work with you when I am out of town or unavailable
17. Check MLS listings daily and communicate new listing information to you
18. Provide recommendations on first time buyer resources, and other timely topics
19. Provide information/resources on current issues (e.g., oil tanks, lead paint, Nitrogen Sensitive Area Disclosures, lead paint, and radon gas)
20. Provide access to properties for sale at times convenient to you
21. Look carefully at properties which we tour to point out details which may be overlooked
22. Arrive on time to appointments and showings. We pride ourselves on timeliness.
23. Pursue continuing education yearly to obtain the latest information and fine tune our skills
24. Attend regular professional CE classes to keep up on latest market and industry information

25. Network with hundreds of agents and use eXp Realty Zen List to get leads on new listings which might fit your needs
26. Carry Error and Omission insurance to help protect you from human error
27. Carry business coverage on our automobiles if applicable
28. Member of CCIAOR, MAR and National Association of Realtors
29. Member of CCIAOR MLS and MLSPIN.
30. Use our team's experience every day
31. Provide a map of city neighborhoods
32. Provide our objective and honest opinion to all questions
33. Carefully guard confidential information about you and your position
34. Preview properties to see if they would be desirable if you are off Cape
35. Keep informed about the areas in which you are looking
36. Provide addresses and directions if we are driving separately to properties
37. Educate buyer as to today's market conditions
38. Provide flashlight and measuring tape if needed when viewing houses
39. Use the latest technology to communicate and find information
40. Have fun!

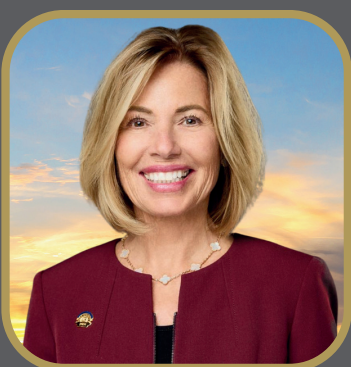
AFTER IDENTIFYING A HOUSE OF INTEREST

41. Help to determine the value of a property prior to your making an offer
42. Pull tax records on property of interest
43. Provide, when requested, resources for information on school performance
44. Determine the condition of Septic System and request the Title V report
45. Review and explain the Title V report
46. Use Offer to Purchase forms drafted and continually updated by eXp Realty, local, and state associations
47. Provide disclosure forms to seller to assure representations to you are made in writing
48. Provide you with specific market data for property of interest (i.e.: comparable sales, average days on market, what the seller paid for property and when, current mortgage information)
49. Follow up on questions with listing agents regarding houses of interest and report back promptly
50. Provide information on price appreciation in the defined areas
51. Provide assistance in reviewing nonstandard forms which may need to be signed
52. Help to inform you of standard procedures or practices in current market
53. Discuss standard contingencies
54. Timely presentation of offer to seller

AFTER OFFER IS ACCEPTED

55. Create a package for the Buyer Attorney
56. Provide a list of home inspectors who have received high marks from previous buyers
57. Make appointment for home inspections
58. Provide, when requested, utility cost information on properties of interest

59. Attend home inspection and any other inspections necessary
60. Provide names and numbers of reputable contractors for bids or information
61. Call lender on a regular basis to make sure the loan process is going smoothly
62. Provide information to appraiser as needed
63. Provide property access to contractors to get bids on repairs if necessary
64. Negotiate your position strongly and effectively
65. Review inspection report and help you prioritize items
66. Thoroughly read all disclosures provided by seller and help identify potential red flags
67. Deliver paperwork and information quickly to all parties
68. Attend signing of papers to explain paperwork
69. Available to review closing statement to make sure it is accurate and correct
70. Provide list of utility companies for home purchased
71. Perform walk through inspections with you to ascertain that conditions of sale are met
72. Coordinate closing to sign documents
73. Coordinate exchange of keys
74. Coordinate access to property by contractors prior to closing
75. Review sales agreement with buyer so that all terms are familiar
76. Put the home inspection report in context for seller and listing agent, and help them understand our requests for repairs
77. Provide complimentary market analysis on home for tax appeals, PMI removal appeals, and financial planning
78. Answer questions that might arise after the sale is closed
79. Maintain files in our cloud database
80. Deliver closing gift!



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