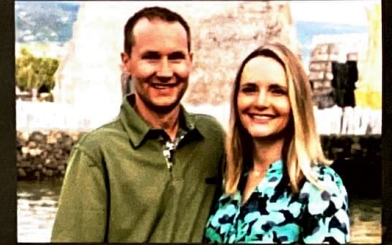


Helping Buyers and Sellers with the next steps.

With over 25 contract contingencies in the Hawai'i Purchase Contract, it's important to know how to carefully construct or accept an offer. This is why you need us. We are here to help.

Writing an offer as a Buyer

- Remember your buying goals.
- Don't lose the property you want over a small amount of money.
- Know your financial situation in advance.
- Know what contingencies are most important.
- Offer quick turn around times for the Seller.
- Understand how and why you would lose your earnest money.
- Take time to read over the contract, it's a legally binding document.
- Review property documents before submitting the offer.



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Receiving an offer as a Seller

- Remember your selling goals. Don't lose a serious buyer over a small amount of money.
- Be flexible with the buyer's terms to purchase the property if they are offering you your price.
- Have a pre-listing home inspection.
- Know the Buyer's qualifications before accepting the offer. Hawai'i is a Buyer's state. Buyers have more opportunities than a Seller to withdraw their offer.
- Take time to read over the contract, it's a legally binding document.
- Never say no to an offer, always counter.

Opening Escrow, Congratulations! What's Next?

- After an offer has been agreed upon and fully signed by Buyer and Seller, we will open escrow for you. Be on the look out for an opening escrow packet from the escrow/title company within 48 hours.
- Once opened, we will create a live timeline for all of us to follow. This will keep us on track with the contract contingencies and due dates. You can link the timeline to your calendar. You'll be notified by email of milestones completed and tasks that need attention.
- We will be in constant communication with you as well as the Title company, escrow officer, the lender, and all other necessary parties throughout the entire process. We know how stressful buying and selling can be. We are here to spot the red flags and guide you to the finish line. We work 7 days a week.
- We stay on top of contract contingencies to keep the buying and selling process moving along in a smooth manner. This is how we make sure our buyers don't lose their earnest money. It's also how we let our sellers know when they are entitled to a buyer's earnest money deposit.
- We will help you arrange inspections, gather HOA documents, read title reports, facilitate repairs, receive needed quotes from our vendor list, arrange move out cleans, inventory furnishings, help with questions and concerns, closing documents, closing timelines and much, much more.

Hawaii is a Good Funds State. Buyers and Sellers do not sign, deposit money, fund and record the same day. This requires extra diligence at closing. Escrow is a neutral 3rd party to everyone involved and helps facilitate the transaction. Escrow can only do what they are instructed to do by all parties and the contract. Escrow communicates with involved parties; The Title Company, Realtors, Buyers, Sellers, Attorneys, Lenders, HOA's, etc.

***Be Aware of Wire Fraud* Wiring instructions will never change. If something is off, call us immediately.**