



D.J.'s Start to Finish Service for You in Buying Real Estate in Tennessee

1.) START

- a. **Meet:** D.J. will meet with you in person or via phone, to discuss your current real estate need and interests. Budget, timing, property characteristics, and location will all be discussed.
- b. **Search:** An auto-notify MLS search will be created the day of or day after of Meeting with you, our Client. An email to area brokers announcing our Client's entering into the market will be scheduled for the week Search is created.
- c. **View:** Commencing day of Meeting or in the days to follow, D.J. will begin viewing property with our Client. Typically, a Client will view 5-10 properties in their View prior to finding their desired property.
- d. **Offer:** D.J. will discuss and write the offer with the Client. Upon completion, the offer will be presented by D.J. to the Listing Broker. Negotiations are expected with offers and D.J. will represent Client in pursuit of a Contract

2.) MIDDLE

- e. **Trust:** At the time of Contract, you will be introduced to your Contract Manager. They will coordinate with you on details to fulfill your first responsibility in providing Earnest/Trust Money to the Listing Broker within 3 days of Binding Agreement Date.
- f. **Schedule:** Commencing on the contract date, home inspections will need to be immediately scheduled with Client. The 2-3 weeks after Contract is when most of the activity occurs.
- g. **Negotiate:** There may be negotiations regarding repairs or replacement of property items based upon Inspection findings. D.J. will consider these with the Client and negotiate for their best interest.
- h. **Coordinate:** Final details will be arranged and communicated by D.J. and Assistant with Client and all other parties.

3.) FINISH

- i. **Closing Date:** 'Closing Day' details will be coordinated with you by D.J. and Assistant. A closing lasts between 30 min -1 hour and will take place at D.J.'s office in Green Hills or nearby at the Closing Attorney's office.
- j. **Home Ownership:** Your closing marks the beginning of a new chapter and we aim to continue being a resource for you into the future.