

## **1—Now that you found me...**

Why me? Because I work **for** my buyers with loyalty, dedication and the professional guidance required for likely the largest single transaction in your life to go smoothly. I am your Guide.

## **2—Your Risks**

Three of the biggest risks my buyers face are: **a)** that they will miss the best property on or off the market and will settle for lesser value, **b)** that they will overpay for their home, and **c)** that something is wrong with the property. I can address these risks and fears and I will offer solutions for them.

## **3—Buyer Packet**

I will prepare for you a tailored packet that contains all essentials for buying real estate property in Skagit and Island Counties, including inspector and lender options, estimates of closing costs, neighborhood maps and more. This will help you bring clarity to the process, costs, representation and get you started.

## **4—Your Needs and Wants**

I ask questions and I listen. I will aim to help you prioritize your wants and needs to manage expectations and remain realistic in today's market. No house is ever perfect, not even new builds, but we will find one that works for you.

## **5—Understanding the Market**

I will share my knowledge of the local real estate market with you. Namely, how quickly properties in your price range sell, how much negotiability you may have, how many homes close at or above the asking price, and more.

## **6—Negotiations**

Negotiations are important skills in any market. I will ensure that you get clarity on our negotiating strategy, so you buy your dream property on the terms acceptable to you. This strategy will be different if we face multiple offers situations.....or not, and what is most important to you as the buyer.

## **7—Lender, inspector, appraiser, listing broker, contractors, title and escrow, etc.**

There will be many players involved in your transaction. Think of me as a quarterback of your team, ensuring that everyone does his or her job and no one drops the ball. I will keep us in contract and on our time-line, problem solving along the way. I will be with you every step until closing, whether you're experienced or a first-time home buyer.

## **8—Closing**

Happy day! You get the keys to your new home, and I gain a customer for life. My goal is to remain in your life and help you with all real estate questions and issues, for you and your family and friends.



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