

# BUYER REPRESENTATION

## WHAT YOUR PROFESSIONAL REALTOR DOES FOR YOU

A condensed  
overview of how  
I will  
exceed your  
expectations  
on your  
Home Buying  
journey...

### OUR FIRST MEETING



- We'll discuss the importance of executing a buyer representation agreement
- I explain how compensation is paid, who pays it, and what your options are
- Make clear our working relationship based on state law, the REALTOR®'s Code of Ethics, and my broker's business policies

214-585-9383



*Hilary Meader* **lpt realty**  
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## **BUILDING OUR RELATIONSHIP**

- I help you understand your budget and what will be needed financially to move forward
- Assist you in examining how much you can actually afford to spend
- Create an in depth Strategy Session to fully understand your wishes & needs

## **EDUCATING YOU**

- Make available resources that you can check to learn more about prospective neighborhoods and school districts
- Explain what to look for in applicable property disclosures
- Go over all Contract & Addendum forms you will encounter



## **PREPARING YOU TO BUY**

- Explain the timeline for house hunting, mortgage approval and the many steps to closing
- Explain the local housing market and how it impacts your decision
- Estimate out-of-pocket costs to complete the transaction and get to closing
- Help assess your financial ability to purchase or refer you to a qualified lender
- Assist in comparing different financing options
- Listen closely to select only those homes to view that fit your needs
- Review the sample sales contract docs so you are prepared when it's time to make an offer

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## SHOWING YOU PROPERTIES

- Schedule showings to all likely properties as soon as they become available
- Preview properties prior to showing if you request
- Help you rate each showing to further narrow down wishes to find the perfect home faster
- Provide resources containing neighborhood information on municipal services, schools, etc. Inform you of negative aspects like nearby venues or operations that could impact value
- Collect and share any other vital information on available homes, following all Fair Housing laws at all times
- Collect and share pertinent data on values, taxes, utility costs, etc.
- Help you narrow the search until you identify your top 3 choices

## NEGOTIATING OFFERS

Strategizing to obtain the best property at the best price by:

- Prepare a detailed comparative market analysis (CMA) in advance of making an offer
- Explain common contract contingencies and include approved protective clauses in the purchase offer
- Ensure you receive and understand all state and federally required disclosure forms
- Help create a negotiating strategy to have the most attractive offer possible
- Prepare you for a multiple offer situation and develop negotiation strategies
- Write an offer that has the most reasonable chance of being accepted within your ability
- Recommend optional contingencies and explain the pros and cons of using them

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## ADVOCATING FOR MY BUYERS AND FACILITATING THE CLOSE

- Advocate for you 100% throughout the entire process
- Guide you on meeting all contract deadlines & conditions
- Explain the title policy information
- Ensure all parties have all forms and information needed to close the sale
- Review the final Closing Statement to ensure accuracy
- Support you in any final closing activities
- Continue my support even after the closing if anything arises

I'M COMMITTED TO MAKING YOUR HOME PURCHASE  
AS SEAMLESS AS POSSIBLE AND BEING YOUR  
100% ADVOCATE.



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