

## What is this thing called agency

- Protection for you
- Working with one agent and not fielding multiple calls

## Setting your parameters

- Price
- Location
- Key features

## Prequalification

- Lender prequalification (typically a maximum)
- What is your desired range?

## Previewing

- Online info –Dropbox or email
- Touring the right homes

## The offer process

- Presenting and negotiating
- Clear and frequent updates

## From Contact to Closing

- Home inspection services
- Final Loan approval
- Negotiating the repairs addendum
- Coordinate with closing attorney

## The closing table

- The role of the attorney
- Being prepared

## After closing services

- Homestead exemption
- Home Warranty
- One year reminder on HVAC and Termite inspections
- An ongoing resource



RESIDENTIAL BROKERAGE