

CRITICAL ROLE OF THE REALTOR FOR BUYERS

1. Advocate for you during the entire home buying process.
2. If needed, provide local preferred Lender information to establish a Pre qualification or Proof of Funds necessary to purchase a property.
3. During our CITO Program, establish relationship with client utilizing required Buyer Broker Agreement prior to any showings.
4. Take time to uncover your Goals, Objectives, and Concerns.
5. Research Current Market Reports.
6. Research Homes in the area within buyer's search parameters.
7. Accompany buyer to Open Houses, Model Homes, or Home Listings.
8. Manage and coordinate all showing requests with your schedule.
9. Assist buyer in determining a reasonable offer.
10. Negotiate offers on your behalf with seller agents through seller.
11. Assist with various financial aspects in the home buying process, ie: Earnest money, Inspections, Appraisals, Closing Costs.
12. Assist with gathering and providing essential property documents on selected property ie: Disclosure, Insurance History.
13. Accompany buyers for all inspections to help evaluate.
14. Manage all dates and deadlines related to the contract.
15. Monitor Buyer's loan status leading up to closing.
16. Assist Buyer for final walk-through
17. Present at closing to ensure all your interests are protected.
18. After closing, Welcome them to their new home and Thank them.
19. Follow up with buyers after settled to see their personal touch.
20. Stay in communication, appreciating any of their referrals.



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If you are already working with a real estate professional, please disregard this solicitation.