

Contract Management (Summary)

Submit an Offer

- Work with your agent to determine a fair market offer based on comparables and make the necessary adjustments based on market conditions and lastly implement strategies such as escalation clauses to insure a high likelihood of success in acquiring the desired property.

Negotiate and Reach an Agreement

- If necessary, as the buyer, you may request specific terms in the contract. Both agents will work to reach an agreement that satisfies all parties.

Satisfy Contingencies

- Your contract will include additional terms that need to be completed. They may include financing approval, appraisal, survey, title work and home inspections. These additional contract terms are called contingencies. Contingencies let the buyer back out of the sale, if for example, the house doesn't appraise at the agreed to price.

Prepare to Move

- Schedule movers, notify utility companies putting service into your name closing day, obtain home owners insurance and continue working with your Broker to insure a smooth transition into your new home.

Attend Closing

- This is the last step in the home buying journey. This is when the ownership of the home officially transfers from seller to you. We will provide you with a Title Company that has an excellent reputation and track record in our market place.