

## Andrew's Buyer Service Pledge

My buyer-clients and I are a *team*. We need to commit to a shared strategy to *maximize* our ability to find you the **best** property matching your “needs” *and* “wants” as soon as possible to minimize competition. This is a partnership so I *welcome* your input, thoughts and questions.

**Your Role: Be “ready, willing and able” and tell me your timeframe for buying.**

- 1) **get pre-qualified** with a reputable, local lender. This *demonstrates* your financial ability to purchase a seller's property and allows you to determine what you are *comfortable spending*.
- 2) **hire me**. Put my experience, training, education and knowledge to work for you. This includes reviewing and signing a **Consumer Notice** and a **Buyer Agency Contract**.
- 3) **“the search”**. The goal is to get inside the *best* houses as soon as possible to eliminate or minimize competition. There are three phases: *identifying and prioritizing* locations and features, *investigating* them (including showings) and *making an offer*. Most buyers “shop” online which can be distracting, causing some to delay their preparation for making an offer.
- 4) **making an offer and getting to settlement**: The goal is to put a property “under contract” and then make sure it is the *best* one for you. Once an offer is accepted, there are *conditions* or *contingencies* that must be satisfied. They will determine whether the sale moves forward.

**My Role: My *primary* role is to advise throughout the process.**

- 1) **Once hired, I have a *fiduciary* duty to you**. There are six specific “duties” revolving around a basic concept: to “protect and promote” your interests *above* all else.
- 2) **We need to discuss your *wants* and *needs*** so that I can *identify* properties for you to consider. It is important that we are using the same criteria so that we are searching for the same houses.
- 3) **Showing appointments**. Buyers should *prioritize* houses so that we get inside the best “matches” as soon as possible to minimize competition.
- 4) **Once you find something you like**, I will do a market analysis and review the property's history. If you are interested, I will write your offer, explain the paperwork, answer your questions, negotiate with the seller's agent and *represent* your interests every step of the way.

Buying Real Estate is *not* a “retail transaction” and it is not “rocket science”. The emotion and steps involved *often* make it appear more complicated than it really is or needs to be. It is an emotional decision justified with logic. The Internet and other media provide a lot of **information** and **data** but they are often misleading, incomplete or wrong. My **knowledge** and **insight** will help you. Our agent-client relationship requires a common cause, mutual respect, effort and dedication on both parts.

**There is no time for inexperience, empty promises or false expectations!**

**HIRE WISELY: We are not all the same!**