



BUYER'S PLAN

Buying a home can be a very stressful experience but it is also a very exciting time. When you make the decision to move forward and pursue a new home, you need to feel comfortable that your Realtor is providing you with the best service possible. I approach this process as if I was purchasing a home for myself or one of my family members. I use an equal mix of technology and personal skills to make sure that you have all the information you need to feel confident you made the right decision once we find your home. Here is just a subset of what I do when working with you to find and purchase a new home:

1. Eliminate or reduce the stress often associated with the purchase of real estate with a common goal of creating a pleasing and happy event out of the entire process.
2. Review Buyer's Agency.
3. Access housing needs and wants (price, size, and area).
4. Introduce Buyers to qualified mortgage officer to help Buyers get not only pre-qualified, but fully loan approved prior to starting looking at property.
5. Show real property and evaluate pros and cons of each home.
6. Help Buyers choose a potential property.
7. Prepare comps on that subject property.
8. Run a history and PDC on that subject property.
9. Make recommendations regarding price and terms.
10. Make recommendations regarding any counteroffer.
11. Get the property under contract.
12. Provide Buyers with options for inspectors.
13. Review title work.
14. Review Seller's Property Disclosure & attend home inspection.
15. Review Inspection Report & assist in resolving the inspection.
16. Provide relocation assistance prior to actual move both before and after the sale.
17. Track the loan processing to closing.
18. Review the appraisal, if necessary.
19. Coordinate time and place of closing.
20. Review Buyer's Settlement Statement and closing papers.
21. Attend the closing and answer any necessary questions.
22. Post closing and move-in follow-up.
23. Post closing service.

**Eric Johnson – Metro Brokers-Door2Denver
5924 East Irwin Place
Centennial, CO 80112**

**Office/One #: 720.279.1099
Cell: 303.718.1947
ericjayjohnson@gmail.com**



That's fine Eric, but how do we actually do this?

- **Good question! Here are the actual activities that we will go through to find and purchase you a new home.**

Process:

- We discuss price points, house styles, areas of town that you are interested in.
- I talk to your lender to let them know we are starting to house hunt. Once we find a property you want to purchase, I need him/her to quickly respond with a letter of approval for the exact amount we are offering.
- I research areas based on your parameters – looking for Active properties.
- You research properties using our team's website – www.door2denver.com where you can search, save, map, and email listings. You can also receive automatic emails with any new listing that meets your search criteria. I will set you up via your email address and put in special searches. I also set up more specific searches using my agent search engine and can have automatic email alerts sent to you that will show new listings and price changes.
- I send you my suggestions and even save them to your personal site on our web page.
- You pick out your top 6 - 20 listings (depending on your time frame for touring).
- I will research them for DOM, price reductions, etc
- I map these out and provide you a copy of where they are located to make sure that you are still interested in seeing them. If they are close to a busy street or a retail center, you might want to cross them off your list.
- I will schedule and show you these properties.
- You provide me with your feedback which helps me determine which other properties will meet your criteria.
- We will then visit the homes on your short list again or develop a new list.
- I will pull comps in the area and other info to help with the decision on a purchase price.
- We will strategize on price and contract details (concessions, timing, price, etc).
- I write up the contract in favor of you, my buyer, making sure to include wording that protects you.
- You write a check for a deposit or earnest money that we give to the seller to show you are serious about buying this property. You are protected in a variety of ways under laws outlined by the Colorado Real Estate Commission in case something happens and the contract is cancelled or void. This will likely result in getting back your earnest money unless you are responsible for intentionally causing the contract to fail.
- I contact the listing agent and arrange to deliver the offer in person or via fax.
- We negotiate with seller's agent/seller.

Eric Johnson – Metro Brokers-Door2Denver
5924 East Irwin Place
Centennial, CO 80112

Office/One #: 720.279.1099
Cell: 303.718.1947
ericjayjohnson@gmail.com



- We then finalize the contract to buy and sell.
- I work with you to schedule inspection(s) and meet you and the inspector at the property. You will accompany the inspector throughout the property while they point out things of concern or general observations on the property – how certain features work, the condition of the structure, and the condition of the heating and air conditioning, etc. He/she will provide a detailed report.
- We will meet after receiving and reviewing this report to discuss those items we want addressed by the seller and how we would like them addressed. We can also bring in other specialists and inspectors to address any other concerns we may have about the property (I have access to a list of proven vendors that I will share with you).
- I provide the signed Inspection Objection form (signed by you) to the listing agent and they develop a response with the seller. They can accept, reject or suggest an alternative resolution to our request. We want the seller to foot the bill on major repairs or allow you to negotiate a price reduction, or even allow you to decide to cancel the contract and start looking for a house with fewer problems.
- We work together to decide if we need to negotiate further, accept their response, or walk away from the transaction.
- I review governing docs, title work, etc.
- I work with you and your lender on terms, details to get your financing in place.
- I provide my opinion of the lender's appraisal to you if needed.
- I remind you to make sure to get insurance approval to your satisfaction (price and terms) before the Property Insurance Deadline.
- Before the closing, we each get a copy of the settlement statement that I will review with you.
- You need to arrange for any funds you have to bring to the closing (cashier's check) and make sure you bring your license. I will make sure you know the amount ahead of time.
- At the closing, the title company's closer will review numerous documents and answer any questions you might have. He/she will also go over the loan documents explaining the terms and responsibilities.
- After signing off on the necessary documents and once the funds have been transferred to the seller (or seller's lender for loan payoff), you will receive any keys, warranty information, garage door opener's etc.
- You will also receive a nice house warming gift from me!
- You are now the proud owner of your new home!
- Oh, in case you still haven't unpacked all your boxes the following year, I provide you with a copy of your settlement statement in following year for your tax needs.

Together, We Shall Succeed!

Eric Johnson – Metro Brokers-Door2Denver
5924 East Irwin Place
Centennial, CO 80112

Office/One #: 720.279.1099
Cell: 303.718.1947
ericjayjohnson@gmail.com