

75 REASONS you need a real estate professional to purchase a home

When you're planning to purchase a home, **working with an experienced real estate professional will benefit you significantly.** Not only does a qualified buyer's agent have the time, resources, and knowledge needed to guide you through the home search and purchase process, he or she can also save you money in the long run.

While the "do-it-yourself" (DIY) mentality might be trendy, it's probably better to reserve that approach for a few of your minor home projects, rather than the home purchase experience. **Here are just a few of the responsibilities an experienced real estate expert will cover before, during, and after your purchase process.**

PREPARATION & EDUCATION

1. Assess the buyer's needs and preferences
2. Educate on the homebuying process
3. Explain financing options
4. Inform on local market conditions
5. Advise on economic outlook
6. Explain credit score importance
7. Provide a moving checklist
8. Provide a home loan documents checklist

PROPERTY SEARCH & ANALYSIS

9. Research available properties
10. Set up property alerts
11. Coordinate viewings
12. Analyze market data
13. Evaluate renovation potential
14. Assess resale value
15. Verify zoning and restrictions
16. Access exclusive listings
17. Inform on schools and community

FINANCIAL & MARKET GUIDANCE

18. Discuss offer strategies
19. Analyze value trends
20. Advise on market timing
21. Discuss market implications
22. Advise on buyer's market offers
23. Explain lender fees and points
24. Discuss interest rate impact

OFFER, NEGOTIATION, & CONTRACT

25. Draft purchase agreements
26. Negotiate terms
27. Handle counter-offers
28. Advise on earnest money
29. Prepare for bidding wars
30. Navigate multiple offer situations
31. Negotiate repairs or credits
32. Address boundary issues

INSPECTIONS & DUE DILIGENCE

33. Set up inspections and interpret findings
34. Coordinate pest inspections
35. Interpret seller disclosures
36. Negotiate home warranties
37. Monitor contingencies
38. Coordinate septic inspection, if applicable
39. Coordinate mold inspection
40. Coordinate sewer line inspection

CLOSING PROCESS

41. Review closing documents
42. Ensure documents are accurate and complete
43. Assist with final walkthrough preparation
44. Schedule and attend closing
45. Clarify closing costs
46. Monitor loan approval
47. Coordinate with title company
48. Verify title search
49. Educate on escrow

POST-CLOSING SUPPORT

50. Assist with utilities transfer
51. Offer post-closing advice
52. Recommend vendors
53. Interpret community bylaws
54. Provide relocation resources

PROFESSIONAL NETWORKING & REFERRALS

55. Provide lender recommendations
56. Recommend movers
57. Liaise with appraisers
58. Coordinate with bank attorneys
59. Coordinate repair quotes

REGULATORY & LEGAL GUIDANCE

60. Check HOA requirements
61. Verify title searches
62. Ensure contingencies are met
63. Address safety concerns
64. Navigate co-op approvals

INVESTMENT & MARKET ANALYSIS

65. Discuss property investment potential
66. Offer competitive market strategies
67. Advise on real estate portfolios
68. Discuss flip potential
69. Advise on assistance programs

SPECIAL SITUATIONS

70. Discuss title holding
71. Navigate required repairs
72. Help with address changes
73. Assist with real estate auctions
74. Guide on raw land assessment
75. Address historic property considerations

Don't take these responsibilities on yourself — trust an expert! Are you ready to get started on your home purchase process? **Call to learn more!**



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