

# *Hall Realty's*

## *20 Steps Down the "Hall-Way" to*

### *Home Ownership*

#### *Step 1*

##### *Buyer Counseling*

- We will meet to discuss in detail your needs and wants so we can plan the ideal search for your property

#### *Step 2*

##### *Agency Alternatives*

- We will discuss what **agency** is with you and explain to you the different relationships in real estate, so you know exactly where you stand and what your rights are in a real estate transaction.

#### *Step 3*

##### *Buyer Representation Agreement*

- We will explain to you the Buyer Representation Agreement with the services and fiduciary responsibilities that accompany representation.

#### *Step 4*

##### *Financing*

- We will offer to arrange a meeting with one of our lenders to identify your range of affordability and to increase your negotiating position through the pre-qualification and pre-approval process.

#### *Step 5*

##### *Home Criteria*

- Our sales associate will provide you with **all** available properties that meet your property-search criteria. Our goal is to present you, when possible, with properties as they debut or before they appear on the open market.

#### *Step 6*

##### *Property Viewing*

- We will arrange for private showings for the properties that meet the criteria you have selected. Our sales associate will always be present to help you evaluate each property.

#### *Step 7*

##### *Property Evaluation*

- We will discuss the attributes of each property that may affect its present value and future resale value. We will discuss how each property does or does not fit your individual needs and wants

#### *Step 8*

##### *Truth-in-Housing*

- We will review with you all inspection reports pertaining to the condition of the property and disclose all physical defects of the property that are known to us.

[Step 9](#)

***Review of Seller's Disclosure***

- We will review the seller's written disclosure statement with you to enable you to make the best decision possible on how to write your offer to purchase.

[Step 10](#)

***Inspection Contingency***

- We will explain to you the option of a home inspection contingency.

[Step 11](#)

***Home Warranty***

- We will explain to you the option of a home warranty plan to reduce your risk when purchasing a home.

[Step 12](#)

***Appraisal***

- We will explain what an appraisal is and when and why it is necessary. We will explain to you the option of an appraisal contingency.

[Step 13](#)

***Funds Required***

- We (in conjunction with your lender) will provide you with a good-faith estimate of closing costs and down payment requirements anticipated in the transaction.

[Step 14](#)

***Offer Preparation***

- We will prepare a written offer on the property you have chosen, with specific terms approved by you.

[Step 15](#)

***Negotiations Strategy***

- We will prepare a negotiation strategy for the property you have selected, including advice on the initial price and terms to offer where permitted.

[Step 16](#)

***Offer Presentation***

- We insist upon presenting your purchase offer **directly** to the seller.

[Step 17](#)

***Monitor the Sale***

- We will track the progress of your purchase agreement keeping you informed of the status of all contingencies and conditions during the entire transaction period.

[Step 18](#)

***Final Walk-Through***

- We will accompany you on a final walk-through of the property prior to closing to make sure everything is just how you expect it to be.

[Step 19](#)

***The Closing***

- We will be present with you at the closing table to ensure all goes well.

[Step 20](#)

***Continuing Service***

- We will be in contact with you after the closing to ensure all your needs have been met and answer any questions that may have arisen.

***Hall Realty is committed to service!!***