



# Real Estate Services

The Choice is Yours!



**As Realtors® Who Do We Represent? The Choice is Yours!** Arizona Law requires that if you want representation, you must enter into a written agreement. A Realtor may represent either the buyer or the seller in the transaction. When we are looking for the perfect home for you, the Seller will have professional representation (this includes new home builders) ... doesn't it make sense that you should too? Below is a list of services we can offer you **without a written agreement** and also the additional services we offer you as your **Personal Representatives**.

## Services we offer you as a Customer

- ◆ Match your needs, wants and desires to affordable properties.
- ◆ Show you properties in MLS best suited to your criteria.
- ◆ Explain lender guidelines for financing and advise you of information the lender will require at loan application.
- ◆ Give you an estimate of your monthly investment and closing costs for the specific home you select.
- ◆ Describe how escrow works and customary earnest deposits.
- ◆ Collect and share pertinent information on ownership with you.
- ◆ Respond honestly and accurately to your questions concerning properties.
- ◆ Disclose material facts the broker reasonably should know about the property.
- ◆ Offer properties without regard to race, creed, sex, religion or national origin.
- ◆ Suggest ways to make the home you select more livable (minor remodeling), if desired.
- ◆ Assist you in submitting your offer to purchase promptly to the seller. Mediate between you and the seller for a mutually acceptable agreement.
- ◆ Explain the types of insurance associated with home ownership (hazard, mortgage, mortgage life insurance).
- ◆ Identify schools for properties under consideration.
- ◆ Monitor the dates/events during escrow (lender requirements, inspections to closing)
- ◆ Accompany you on a final walk-through prior to closing.
- ◆ Give you information for the transfer of utilities.

## Additional Services we Offer Clients

- ⇒ Show you a wider selection of properties (unlisted properties, bank repossessions, expired listings, etc.).
- ⇒ Communicate more openly because the information you share will be confidential.
- ⇒ Assist you with pre-purchase analysis to help you make a prudent buying decision.
- ⇒ **This analysis will include:**
  - a. A discussion of the positive and negative features of the home and neighborhood.
  - b. A comparison of the home to other properties in the same price range.
  - c. A review of supply and demand of homes in your price range.
  - d. A recommended negotiating posture.
- ⇒ Complete a Competitive Market Analysis on the property you choose to help you determine the right price to offer.
- ⇒ Recommend finance terms and conditions that are in your best interest.
- ⇒ Discuss specific market conditions that may affect price.
- ⇒ Counsel you on what price to offer and negotiate the sale for you.
- ⇒ If you are purchasing a new home, complete an analysis of the new home neighborhood and a builder evaluation.
- ⇒ Review the preprinted clauses in the agreement to purchase to make sure they are written in your best interest.



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