



A Buyer Guide That Puts You First



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Welcome — I'm so glad you're here!

If we haven't met yet — 🙌, I'm Rima, the REALTOR who fights hard for her clients, tells the truth (*even when it's not the easy answer*), and makes sure every buyer I work with leaves not only with the right home... but also knowing how to make proper hummus. 😊

Okay — kidding aside... (well, only halfway kidding)



Buying a home isn't just a transaction



It's a transition, a significant milestone, and a major life change

Whether you're just starting or already searching, I'm honored to walk this journey with you.

Your Vision. My Commitment. Always.



My Commitment to YOU

- ✓ I protect your best interest like it's my own
- 🚩 I point out the good and the “let's not do this” red flags
- 🔍 I simplify the process so you always know what's coming next
- 💬 I negotiate like your money matters — because it does



Credentials that work for YOU

- 🏠 REALTOR – full-time, licensed, ethical representation
- 👉 ABR – Accredited Buyer's Representative
- 🏠 SRS – Seller Representative Specialist
- 🌐 BGRS Certified – Corporate & relocation trained
- 🏠 Compass Agent – Access to elite tools, data, and Private Exclusive

COMPASS



Why Work with Me (and Compass)

Working with Compass means you get access to cutting-edge technology, real-time market insights, and tools that make the home search smarter and easier. But what truly makes the difference is the human connection—and that's where I come in.

I genuinely love helping people find the right fit—not just a house, but a place that feels like home. I'll guide you through each step, listen to what matters most, and make sure you feel confident, cared for, and supported from start to finish.

With Compass behind me, I bring powerful resources, smart tools, and a nationwide network. But more importantly, I bring heart, hustle, and a deep love for this community. Your dream home is out there—let's go find it together. Rima

What is this Guide About

Buying a home is exciting—but it can also feel overwhelming. This guide breaks everything down into clear, simple steps. Whether this is your first home or your forever home, I'm here to help make the process smooth, smart, and stress-free.

We'll go from our first chat to handing you the keys—with confidence at every step. Let's get started!

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#1
Brokerage in the U.S.
by Sales Volume
(2021-2023)

Agents Across
the Country
32K+

I AM COMMITTED

Performance

Preparing you to be an educated buyer

- Provide key information on available homes
- Set you up for automatic MLS notifications
- Use an MLS "hot-sheet" to alert me of new listings
- Keep you updated on real estate market changes
- Arrange tours of areas, schools, and points of interest
- Provide neighborhood information (services, schools, churches, etc.)
- Check zoning and building restrictions
- Disclose all known property details
- Collect data on values, taxes, and utilities
- Help assess a property's strengths/weaknesses based on your needs
- Explain contracts, escrow, and settlement procedures
- Discuss loan qualifications and processing



Helping you save time

- Provide ready access to all MLS listed properties
- Assist you on all unlisted properties
- Assist you with selecting homes that fit your needs
- Show you homes only in the price range most suited to your finances
- Provide you a list of qualified attorneys, home inspectors and other service providers
- Arrange for necessary property inspections
- Assist with response to the inspection & negotiations

Finding you the best value

- Prepare studies of property values in chosen areas
- Perform a market analysis on chosen properties
- Discuss financing alternatives
- See that you get a complete estimate of all costs involved
- Advise on offers on properties
- Write and present your purchase agreement to the seller or their listing agent.
- Negotiate on your behalf

I will do all of this, plus:

- Keep your personal information confidential at all times
- Stay in touch with you from the day you start your search until the day you move in
- Coordinate all aspects of the sale and closing
- Receive compensation ONLY when we have a successfully closed transaction



BUYING PROCESS



1

Buyer
Consultation



2

Sign Buyer
Representation
Agreement



3

Get
Pre-Approved



4

Find
Properties
That Fit Your
Criteria



05

Submit and
Negotiate
Offer



Prepare for Purchase

6

Sign
Contract



7

Home Inspection,
Disclosures, Reports,
and Repairs



8

Loan
Application
and Appraisal



9

Closing &
Welcome
Home!



Contract to Close

Steps to Homeownership

01

Buyer Consultation

First Step, I'll arrange an initial consultation to understand your preferences for your future home. This will enable me to provide a tailored approach to finding the ideal property based on your specific needs.



02

Buyer Representation Agreement

As required by law, we will need to establish a mutual business agreement. This document is designed to increase transparency by outlining my commitments to you, including details on term length, compensation, termination, exclusivity, representation, and property criteria. Once we are aligned with the terms of the agreement, I'll ask you to sign it so I can legally begin showing you properties that match your criteria.

03

Get Pre-Approved

If you're planning to finance your purchase, obtaining a pre-approval letter from a lender is a crucial next step. This shows sellers that you are serious and financially prepared to meet the proposed settlement date. I'll help guide you through the process of getting a pre-approval letter, which will also provide you with an estimate of your down payment, closing costs, and expected monthly payments.

Steps to Homeownership



04

Find Properties That Meet Your Needs

I will set you up on a property search so you have access to homes as soon as they hit the market. Together, we will identify your ideal home's amenities and location, and attend open houses in those areas. With your continued feedback, I will refine the search to ensure we find a home you love. When a property catches your interest, I will schedule showings for us to visit and explore the home in person.



05

Submit and Negotiate Offer

Once we find the right home, we will work together to create a competitive offer. This offer is a formal agreement to pay a specified price for the home if accepted and may include additional terms, such as waiving contingencies or specifying the closing date. My role is to guide you through this decision-making process and ensure you are making a sound investment without overpaying.

06

Sign Contract

Your contract is the agreement between you and the seller to purchase the property for a specific price. Also defined in the contract of sale is the settlement company, date of settlement, and earnest money deposit amount.

If required, an Escrow Deposit is the amount of money that the buyer will put in an escrow in good faith to demonstrate to the Seller that they are serious about purchasing the property. The money will only be deposited if the contract is signed and agreed by both parties.

Steps to Homeownership

07

Home Inspection, Disclosures, Reports, and Repairs

It is my responsibility to coordinate all desired home inspections within the agreed timeline and contractual contingencies. We will also review and discuss the disclosures and preliminary title report. You may approve or negotiate credits and/or repairs. Prior to closing, remember to schedule a final walk-through of the property to verify property is still in acceptable condition and any negotiated repairs were done.

08

Loan Application and Appraisal

If you are getting a loan to buy your home, your lender will tell you which financial documents you need to provide, such as recent bank statements, tax records, and pay stubs. Usually, you will have a certain amount of time, known as a mortgage contingency, to get approved for the loan. Once the lender has all your documents, they will review them and issue a "Clear-to-Close," meaning your loan is approved and the file will be sent to the title company to prepare for closing. The lender will also arrange for an appraisal to determine the value of the property.



09

Closing

Congratulations! You are now a homeowner. Welcome home!

Buying with Confidence

WHAT WE DO	HOW WE DO IT	BENEFITS TO CLIENTS
Property Search	I have access to many home searching avenues, including the Multiple Listing Service (MLS), For Sale By Owner (FSBO), and unlisted properties that lets you know immediately about new listings and price changes on the market.	Not all properties you see on the internet are available, and not all available properties are on the internet. I will help you find the property that is best suited to your needs from all sources available.
Show Property	I will schedule appointments to see available properties, including For Sale By Owners.	Some sellers stage their homes so that they can be shown in their best light. I will help point out significant features and remind you of your wants and needs to help you choose the house that is best for you.
Analyze the Market	I am trained on how to analyze the MLS data to create a Comparative Market Analysis on any potential property to determine its value before you make an offer.	By doing a Comparative Market Analysis, I am able to advise you on accurate pricing within the market so you can determine the price you want to offer.
Write the Offer	I will go through the contract with you to determine how to structure it to your benefit.	A well-written contract is important. I will make sure the contract adheres to all guidelines and places you in the best possible position for acceptance.
Negotiate on your Behalf	I am trained to negotiate the best price, terms and conditions for you when you're ready to purchase your property.	We don't want to leave anything on the table. Working with me, a trained negotiation expert, assures you will get your needs met.
Follow Through to Closing	I will stay on top of all deadlines and work with the seller's agent, home inspector, appraiser, attorneys, title companies and all parties pertaining to the sale transaction.	Offer acceptance is only the beginning. I will get all parties moving in the right direction all the way to the closing table.

Home Buying Guidelines



- If you have to resell soon, don't buy an unusual house.
- Even if the quality of the school district doesn't matter to you now, remember it might someday to another buyer.
- Brand new homes may be lower in maintenance costs but higher in out of pocket expenses.
- There are no perfect homes. Be ready to make compromises and concessions. Know what's most important to you and "give" on those things that aren't.
- Location, location, location - some things don't change.
- Supply and demand is critical. Be ready to move quickly when you find what you want.
- Pay attention to floor plans. Changing layouts of rooms can be costly.
- Get preapproved for your mortgage prior to making an offer.
- Be an educated buyer. Learn as much as you can about the market before you buy.
- Redoing kitchens and baths can be very expensive - check these out carefully.
- Imagine the home vacant. Don't be swayed by furnishings which leave with the seller.
- Vacant homes appear larger than they are. It may be a good idea to measure to make sure your furnishings are going to fit.
- Landscaping is there not just to make the home look good - it can save thousands of dollars over the years in utility bills.
- Buy the best home that fits your budget while allowing you to do the other things in life you enjoy in the best neighborhood. You are almost always better off with the least expensive home in the area rather than the most expensive.
- Pay attention to the original listing date of the properties in which you're interested. Sellers tend to be more flexible the longer the home is on the market.
- Be open and honest with your agent. He or she works for you and can best help you if they have a good understanding of your needs.
- You'll know the right home for you when you see it, and it will have very little to do with logic - don't ask us how that works - it just does!

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Buyer Representation Agreement

Why It Matters & What It Means for You

By Rima Hodgeson, REALTOR® | ABR® | SRS|BGRS



Based in Baton Rouge, Serving All of Louisiana & Nationwide Referrals

Whether you're starting your journey to acquire your first home or your fifth, you deserve a process that is seamless, empowering, and enjoyable. My aim is to provide you with that exceptional experience at every stage of the journey.

Understanding the Buyer Representation Agreement

Before we begin touring homes together, it is important to know that Louisiana law requires a signed Buyer Representation Agreement. This simple form enables me to represent you fully and professionally, ensuring that transparency and trust are maintained throughout the home buying process.

What Is a Buyer Representation Agreement?

A Buyer Representation Agreement is a formal contract between you, the buyer, and me, your REALTOR®. This agreement outlines our respective responsibilities and clearly defines our working relationship. As of August 19, 2024, Louisiana requires this agreement to be signed before viewing homes or submitting offers with a licensed real estate agent.

What You Can Expect from Me as Your REALTOR

1. A customized home search tailored to your needs, lifestyle, and budget
2. Convenient scheduling of property tours
3. Market research and analysis to help you buy with confidence
4. Preparation and negotiation of strong offers
5. A customized home search tailored to your needs, lifestyle, and budget
6. Guidance through every step of the transaction, including inspections, appraisals, paperwork, and more
7. Management of all documents, timelines, and details
8. Dedicated advocacy for your best interests throughout the entire process

What I Ask of You

1. Maintain honest communication by sharing your thoughts and preferences openly.
2. Provide timely responses for scheduling, feedback, and necessary signatures.
3. Offer exclusive commitment so I can focus fully on your goals.
4. Trust and transparency—my commitment is to protect your best interests.
5. When visiting open houses, inform the agent that you are already working with me.
6. If you have questions about a property, contact me directly rather than the listing agent, as I represent the seller while I represent you

Your Vision Is My Commitment

Frequently Asked Questions



How long does it last?

The duration of the agreement is flexible, ranging from as short as one day to several months. While six months is typical, we will choose the timeframe that best suits your needs.

Does it cost anything up front?

No, there is no upfront cost to you. In most cases, my commission is paid by the seller at closing and is fully disclosed in the purchase offer.

Can I cancel the agreement?

Absolutely! You can terminate the agreement at any time if your expectations are not being met. My priority is to provide results and peace of mind, without any pressure.

Is it required in Louisiana?

Yes. As of August 19, 2024, all licensed REALTORS in Louisiana must have a signed agreement in place before conducting home tours or submitting offers.

Is this standard practice?

Yes, the agreement serves to protect both the buyer and the agent by clearly defining their relationship and expectations.

Local Expertise and Nationwide Connections

Nomatter where you are looking to buy—whether in Baton Rouge, Prairieville, New Orleans, or if you are planning a move out of state—I am prepared to guide you through the process. I provide reliable resources and connections throughout the country to ensure you have the trusted support you need for a smooth and successful transaction.

Rima Hodgeson

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Licensed in Louisiana #995716364 | Member of NAR, LREC, GBRAR

Your Vision Is My Commitment



Buyers Agreement With Rima Hodgeson

MY COMMITMENTS TO YOU

- I will make every effort to locate properties with your criteria through my networks & marketing efforts.
- I will guide you through the entire process from pre-approval through closing.
- I will use my years of experience & market reputation to help you submit offers superior to the competition.
- I will handle all communication & negotiations throughout the transaction.
- I will be the first point of contact to all prospective sellers.
- I will research properties & check all disclosures prior to viewing.
- I will commit to giving you my honest feedback on your search criteria as well as the soundness of any investment.
- Depending on your search criteria, there may be times when urgency is necessary. In the event you cannot attend a showing I can go & get a walk through video recorded for you.
- In the event that I am unavailable, I have a colleague I am partnered with to assist with showings.

BUYER LOYALTY AGREEMENT

- If you want more information on a house, reach out to me. Do not call signs or click on website links for information. This will bring you to another agent.
- If you discover a home that is off market or for sale by owner, let me be the first point of contact with the seller.
- Call me before visiting new construction. We will walk through the model home together. If you speak to a builder's representative, be sure to tell them I am your Realtor.
- Feel free to attend open houses, but let them know I am your Realtor.
- Many sellers require a pre-approval letter from a reputable, local lender prior to any home viewings. I will partner with you to get this letter prior to any home viewings.

HOW DO I GET PAID?

I do not get compensated until you get the keys to your new home. I will partner with you to find the right property and get you from contract to closing. It is the responsibility of the buyer to pay for the real estate services provided by myself & my brokerage. In some cases the seller will cover some or all of my real estate fee. In the event the seller is not covering the full fee we agree upon, you will be responsible for the difference.

WHAT HAPPENS WHEN WE FIND THE ONE?

Understanding the money & finances are the most important part of making this decision. I want to make sure you feel comfortable with your numbers. With each home, we will check your cash needed to close, including any real estate fees based on what the seller is currently offering.

YOUR VISION, MY COMMITMENT

Thank you for trusting me to be part of something so important.

Helping people find a place to call home isn't just my job—it's personal. I've built a life I love here, and nothing brings me more joy than helping others do the same.

Working with Compass means I can offer you the best tools, data, and nationwide support—but what really matters is that you'll always have someone in your corner who sees the big picture and the little details.

I'll be honest with you, I'll advocate for you, and I'll treat this process like I would if it were for my own family. Because that's how I work—with heart, hustle, and your best interest at the center of everything.

This isn't just about real estate—it's about your story. Let's make this next chapter unforgettable.





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