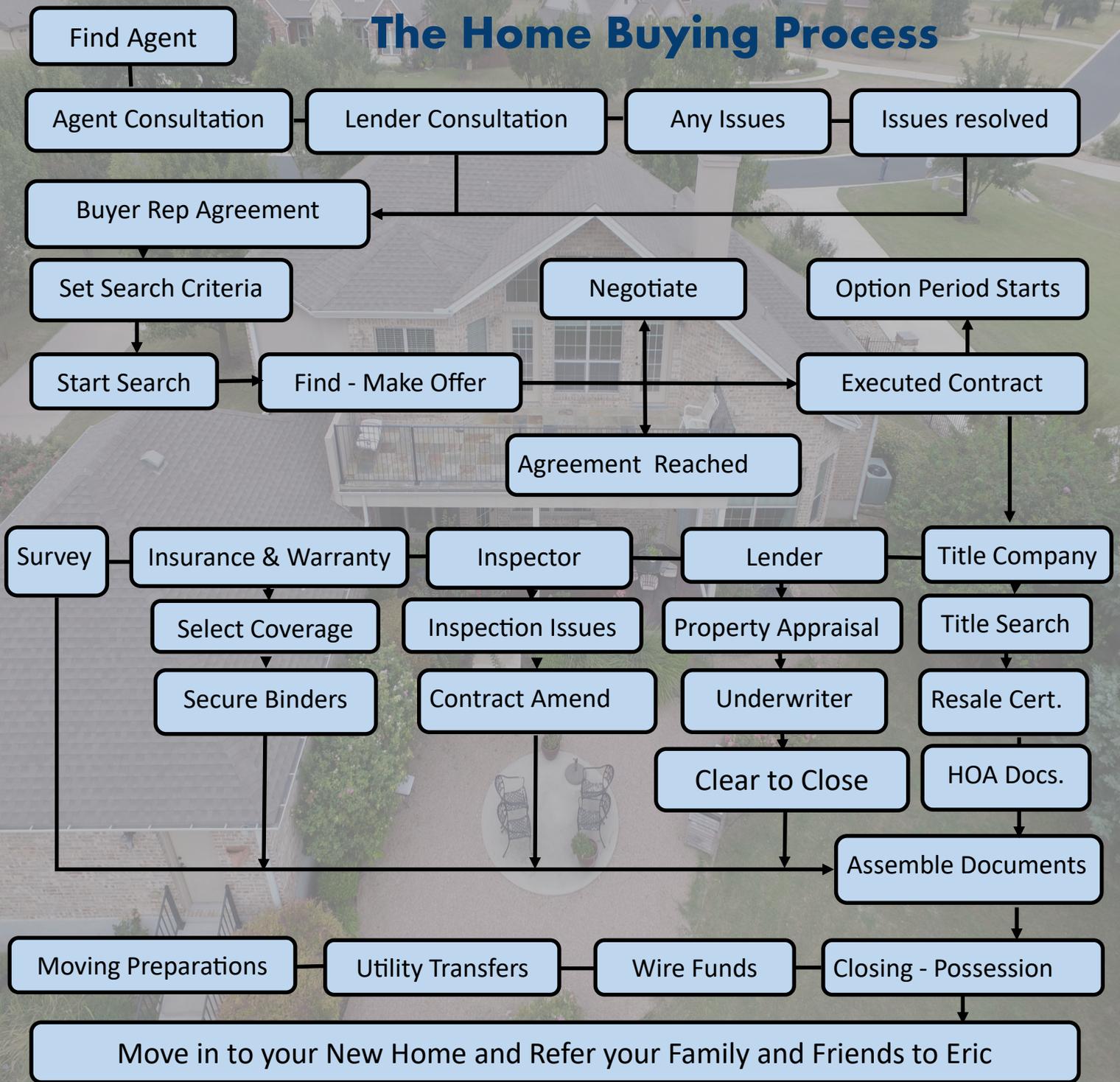


# The Home Buying Process



## Typical Out of Pocket Buyer Paid Expenses

Earnest Money Deposit 1% of Home Sales Price

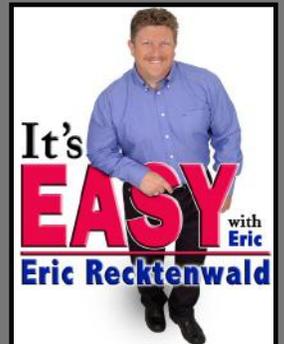
Option Money \$100-\$500

Appraisal Fees to Bank \$450-\$600

Home Inspection \$350-\$550

Survey Depending on Contract Terms \$450—\$750

**If you liked my  
Services Please  
Tell your Friends  
If you are Buying or  
Selling a Home  
" It's Easy With Eric "**



# Home Buyer Wants and Needs Checklist

Name: \_\_\_\_\_ Co-Buyer: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Current Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Other Phone and/or Email : \_\_\_\_\_

Reason for Move: \_\_\_\_\_

## Housing Preferences

Lease/ Rent      Lease/Purchase      Buy/Ownership

Single Family Home      Condo/Townhome      Manufactured Duplex/Multi

Land Only TBB      New Home Spec or TBB

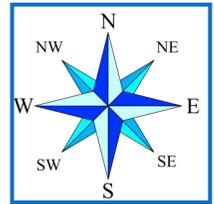
Resale Home Age:      1- 5 Years      5-10      10-25      25+

Stories \_\_\_\_ Beds \_\_\_\_ Bath \_\_\_\_ Garage \_\_\_\_ Spaces \_\_\_\_ Fireplace \_\_\_\_ Pool \_\_\_\_

Formal Dining \_\_\_\_ Bonus Rooms \_\_\_\_ Guest Accommodation \_\_\_\_ Eating Space \_\_\_\_

Lot Size \_\_\_\_ Living Spaces \_\_\_\_ Outdoor Patio/Deck \_\_\_\_ Porch \_\_\_\_ Acreage \_\_\_\_

Other : \_\_\_\_\_



## Must Haves and Don't Wants

Top 3 Items You Can't Live Without: \_\_\_\_\_

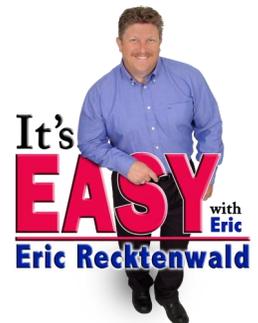
Top 3 Items You Absolutely Must Avoid: \_\_\_\_\_

## Contingencies

Current Lease or Rental Agreement End Date: \_\_\_\_\_

House You Need to Sell First: \_\_\_\_\_

Other: \_\_\_\_\_



## Financial Pre-Qualification

Cash Purchase \_\_\_\_ Financed \_\_\_\_ Down Payment or Savings \_\_\_\_

Credit \_\_\_\_ Lender Pre-Qualified \_\_\_\_ Proof of Funds \_\_\_\_

Employment \_\_\_\_ Relocation Package \_\_\_\_ Gift Notes \_\_\_\_ Other

Use back of Form for Additional Info and Detailed "Get to Know You" Info

# About You

Married      Single      Divorced

Favorite Foods \_\_\_\_\_

Favorite Drinks \_\_\_\_\_

Sports \_\_\_\_\_

Church /Charities \_\_\_\_\_

Military Service \_\_\_\_\_

Alma Matter/Schools \_\_\_\_\_

Hobbies \_\_\_\_\_

Travel \_\_\_\_\_

What should we absolutely know about you to help you find the perfect home?

\_\_\_\_\_

\_\_\_\_\_

# Children - Pets

Names \_\_\_\_\_

Ages \_\_\_\_\_

Schools Attending \_\_\_\_\_

Sports \_\_\_\_\_

Clubs/Activities \_\_\_\_\_

Pets / Animals \_\_\_\_\_

# Referrals

Thank you for taking the time to give me information that will be useful serving you and helping you to find the perfect home. Over the course of working together we do everything we can to assist you in finding and purchasing the best possible home for your needs. Our ability to provide top notch services to you is a result of so many of our clients referring there friends, family, co-workers , and others to us all the time. It is my hope that you find our services, systems, support, knowledge, and processes to be the best they can be and that we make the home buying process so EASY and Enjoyable and Successful that you can not wait to send me your referrals. Now and in the future there is no greater form of appreciation that I can received than for you to refer me and my team at RE/MAX Capital City.

**Who do you know that we can serve ?**

# The Benefits Buyer Representation

- Free to Buyer
- Advocacy for Buyer
- Professional Negotiator
- Accountability for Actions
- Knowledge of Community
- Understanding Custom
- Disclosure of Material Facts
- Confidentiality
- Local Resources
- Broker Name Recognition
- Loyalty to Fiduciary
- "Off-Market" Access
- Market Analysis
- Skill and Care
- Trend Line Analysis
- Lender Connections
- Affiliate Connections
- Professional Reputation
- Search Capabilities
- Improved Probability of Contract Acceptance
- Research Property History

## Referrals and the Intangible

Thank you for taking the time to consider the benefits of a Buyer Representation Agreement.

Over the course of working together we do everything we can to assist you in finding and purchasing the best possible home or property for your needs. Our ability to provide top notch services to you is a result of so many of our clients referring their friends, family, co-workers, and others to us all the time.

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# Buying or Selling "It's Easy with Eric"

