

Home Buying Plan of Action



OUR MISSION

Our mission and goal is to assist all parties involved in the sale of your home in accomplishing their goals to result in a stress-free closing. We continually help positively impact the lives of our clients, and are committed to ensuring a pleasurable selling experience.

We get it *seen*, then get it *sold*.

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William Raveis Real Estate
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[trulia.com/profile/joebalestriere/](https://www.trulia.com/profile/joebalestriere/)
[zillow.com/profile/Joebalestriere/](https://www.zillow.com/profile/Joebalestriere/)

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In this market it takes a proactive and aggressive approach to find you the best home at the best price. Every buyer has access to the homes for sale in the Multiple Listing Service through various free websites such as Zillow or Trulia. The reason why more buyers choose to work with us than any other agent is what we do above and beyond the multiple listing service to find our clients the best deals.

Door Knocking – One of the best ways we find our clients a great home not yet on the market is we constantly door knock through the specific area you as the buyer would like to live. We come across many potential sellers this way or a neighbor who knows of someone that would like to sell their home.

Telemarket – Similar to door knocking, once you as the buyer identify the area you want to live in we will also call through those neighborhoods looking for potential sellers who are not yet one the market.

Expired, Cancelled, Withdrawn Listings – These are homes that were on the market at some point in the past 3 years and for whatever reason did not sell. Often times these sellers would still like to sell their home without having to go through the hassle of fully marketing their home.

Database – We have a large database who we actively keep in communication with and have many clients who with the right buyer would be happy to sell their home without having to go through the hassle of having their home one the market.

Steps We Take to Help You Buy a Home - The Proactive Approach

1. **Review the Home Buying Process** - We will provide you with detailed information covering the entire home buying process, answer any questions you may have about it, and guide you through every step along the way.
2. **Financial Pre-qualification** - We will arrange a pre-qualification / pre-approval appointment with a reputable local lender to identify your range of affordability and to increase your negotiating strength.
3. **Home Criteria Questionnaire** - We will review with you a home buying criteria questionnaire to help figure out your wants, needs and goals to set up your unique property search.
4. **Buyer Agency** - We will discuss buyer agency representation, buyer brokerage agreements, seller agency, designated agency, and dual agency.

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5. **William Raveis Home Search** - We will present your property search criteria to our office during the weekly sales. Our goal is to present you, when possible, with properties as they debut or before they appear on the open market.
6. **Proactive Home Search** - Call and door knock neighborhoods in specific areas if you are having trouble finding a home you like, as well as stay in contact with other top agents in town so we are one of the first to know about upcoming properties.
7. **Property Showing** - We will schedule and show you properties that meet the criteria you have selected.
8. **Property Evaluation** - We will discuss features of a property that may affect its value and future resale, as well as work up a market analysis for you to help in deciding on the terms for your purchase contract.
9. **Estimate of Funds Required** - We will aid in having your lender provide you with a preliminary estimate of closing costs and down payment requirement anticipated in the transaction.
10. **Home Warranty** - We will explain to you the benefits of a home warranty plan to reduce your risk of repair costs when purchasing a property.
11. **Residential Property Disclosure** - We will review with the Residential Property Disclosure and what it means to you as the buyer.
12. **Purchase Binder Preparation** - We will prepare a written purchase binder on the property you choose to buy, with terms and conditions approved by you.
13. **Purchase Binder Presentation** - We will highlight the attractive terms of your purchase binder to the listing agent.
14. **Negotiation Strategy** - A key role in any purchase, we're effective negotiators who will work hard to develop a strategy to deliver terms and conditions acceptable to you.
15. **Property Inspections** - We recommend that you obtain a professional property inspection and can recommend inspectors for you as well.
16. **Property Inspection Remedies** - If needed, we will request in an addendum to the contract to purchase that the seller remedy any defects you specify after your review of the property inspection reports.

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17. **Lender and Closing Company Follow Up** - We will keep in touch with your lender, attorney, and your closing company to ensure everything is moving smoothly.
18. **Final Walk-Through** - We will accompany you on a walk-through of the property before closing, and we will assist you in dealing with any problems if one is discovered during the walk-through.
19. **Closing The Sale** - We will monitor and inform you of the progress of the purchase agreement, including the satisfaction of all contingencies and conditions during the entire transaction.
20. **After-Sale Service** - Our services do not stop after closing....

After Closing We Will...

- A. We will contact you after the closing to follow up on remaining details or service needs.
- B. Offer a ribbon cutting with pictures and/or video for your memories (optional)
- C. Be your source for any highly recommend professional or needed services, housing and otherwise.- i.e. contractors, lawn services, interior decorators, tree work, etc...
- D. Keep you up to date with monthly emails of the homes in your neighborhood newly listed for sale and as well as let you know which ones recently sold.
- E. Provide you with a monthly email newsletter on the local real estate market.
- F. Keep in touch by calling a couple times a year to say Hi, check in on you and the house, give updates on the real estate market, and see if you have any friends or family that may need our services.

BUYER REFERENCES

Buyer References

Kelly and David Zatorsky

203.247.1544

Aaron and Charminy Kimpton

425.301.0790

Joe Rossi

203.260.0425

Maged Hassan

646.522.0456

Jackie and Theron Knapp

203.858.8078

John and Joan Salvato

203.216.4553

Ralph Filardo

203.219.8109

Marina and Anthony Faugno

203.984.8288

Feel free to contact one or all of these people. Any of these people will be glad to talk about the quality of service they received.

You can view additional references on Zillow.com and Trulia.com, or upon request