**53 Reasons Why Having a Knowledgeable and Experienced Buyers Agent is Key**

**To a Smooth, Successful and Stress-Free Home Purchase**

1. Knowledge of federal and state housing laws to protect your rights.
2. Research and knowledge of local home prices, inventory levels, and market demand. This can affect the buying process and offer strategy.
3. Maintain confidentiality of your personal and financial information to mitigate risk.
4. Research what home features are currently popular to help identify your preferences and how they affect the value of the home you are buying.
5. Help assess your desired market’s compatibility with your budget.
6. Help you identify your wants vs. your non-negotiable needs and the viability of both in the current market.
7. Establish and adhere to milestones for mortgage approval, house hunting and closing to meet your desired timeline.
8. Scout listings and online marketplaces for suitable properties.
9. Create a custom property search portal so that you receive real-time alerts in the marketplace of homes that meet your specific needs and wants.
10. Compare properties to your wants and needs list to ensure they align with what you’re looking for.
11. Schedule multiple in-person home viewings through sellers agents and showing services.
12. Schedule virtual showings in the event you are out-of-town or unavailable so you don’t miss out on homes that are new to the market but may be sold quickly.
13. Periodically re-evaluate your needs and refocus your property search as necessary.
14. Stay current on property absorption rates so that you know how competitive a given market is and how to prepare your offer accordingly.
15. Consider parameters of home value beyond just price-per-sqft, including neighborhood, proximity to your work, schools, etc.
16. Research environmental factors such as flood zones that could affect a home and your cost of ownership.
17. Help connect you with quality trusted lenders so you can get funding in place if needed.
18. Knowledge of the value of pre-approval vs. pre-qualification and how that affects the strength or weakness of your financing during the offer/negotiation process.
19. Communication with your lender to make sure everyone understand your financing and any requirements that might be tied to that financing.
20. Knowledge of statistics such as percentage of the list price sellers in the area are currently receiving and/or concessions being given. This allows you to prepare a reasonable, competitive offer for the market and your desired home.
21. Provide additional guidance for transactions that involve short sales, foreclosures, HUD and bank-owned properties.
22. Prepare a professional comparative market analysis before making an offer to ensure that what the seller is asking is in line with other homes in the area of similar size, age, style, and condition. This allows you to make an informed offer.
23. Knowledge of common contract contingencies and the importance of including protective causes in your offer to protect you and your specific situation.
24. Craft an offer that is well-positioned to be accepted.
25. Identify and prioritize your main goals in contract negotiations.
26. Develop a negotiation strategy to secure the best terms.
27. Know how to read the seller or seller’s agent and lead negotiations to achieve the desired outcome of contract acceptance.
28. When a multiple offer arises, have a strategy to win against competing offers without overpaying for the home.
29. Ensure that the final contract matches all agreed terms and is properly signed and executed by all parties.
30. Get copies of the fully executed contract to all relevant parties such as title and lender.
31. Coordinate communication among all parties, including lending, seller’s agent, the closing company and any additional third parties.
32. Advise on home inspect requirements and options.
33. Coordinate with home inspectors, seller’s agent and you (the buyer) to ensure inspections are scheduled and performed during the correct time frame per the contract.
34. Advise on options post-inspections.
35. Prepare and negotiate repair requests should the need arise post-inspection and ensure that written agreements are in place prior to expiration of allowable negotiable timelines.
36. Ensure that your lender has provided you with a good faith estimate so that you have an estimate of your cost to close, such as down payment and closing costs associated with your purchase.
37. Provide you with title company contacts. (We love Frisco Title.)
38. Ensure any necessary surveys are ordered so that you are informed of any potential issues with easements or encroachments prior to taking possession of the property.
39. Track, monitor and maintain any and all contract deadlines throughout the process.
40. Confirm appraisal has been ordered in the time frame required by contract.
41. Question the appraisal report if it affects your financing. Checking for errors like square footage, inadequate home comparisons, or incorrect information that would negatively affect value and therefore your financing.
42. Negotiate any appraisal requirements that may arise.
43. Connect you with an insurance agent/company if desired to get required insurance in place prior to closing.
44. Ensure that title and abstract have been brought up-to-date by the title company to make sure there are no issues that will affect your ownership or affect your ability to sell in the future.
45. Maintain regular contact with the lender to ensure the loan process and underwriting is on track to meet the closing date.
46. Confirm that any addendums or alterations to the initial contract are fully executed and provided to the relevant parties to stay within contract timelines and keep things moving forward.
47. Provide contacts for utility providers so that services can be set up to be transferred at the time of closing.
48. Schedule and conduct any needed or desired re-inspections after any negotiated repairs have been completed.
49. Schedule and conduct a final walk-through of the property prior to closing to confirm property is ready for you to take possession.
50. Confirm the clear-to-close status with the lender.
51. Review your closing statement to check for any errors.
52. Schedule time and location for the actual signing of closing documents, lending agreements and taking ownership and possession of the property.
53. Connect you with contacts post-closing that you may need, such as movers, electricians, HVAC techs, contractors, etc. A good buyer’s agent is there for you years after closing.