

What to Expect During the Initial Consultation

WORKING TOGETHER PRE-QUALIFICATION PREPARING FOR THE HOME SEARCH

During the initial consultation it is important that you and your Buyer's Broker discuss how you plan to work together to achieve your goal of home ownership. You may discuss what method of communication you prefer and what hours and days of the week you are available to tour homes. All Buyer Brokers are a little different and you will want a complete explanation of the services provided by your Buyer Broker and how you can expect to benefit from those services.

Some questions to consider are:

- What level of experience does this person have? Years, education, certifications, etc.
- Are you comfortable enough to speak openly with them about your family's needs and your financial concerns?
- Do they listen to your needs and respond fully and objectively to your concerns?
- Do you feel that they have your best interest at heart when making recommendations about price, service providers and time schedules?
- Do they use the technology you require to locate available homes?
- Are they available for tours, meetings and telephone calls at hours that meet both your work schedule and your family life?

Although some of these items may seem "soft" or unimportant at the onset, taking a little time up front to get to know each other and how each party works can eliminate a lot of stress and frustration as you go through the home buying process.

When you're ready to move, we're here to help.

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