



D'Arcy's Action Plan

My goal is to help you find the best house!, at the best price! in the best location!

There is no magic to the business of buying a home. To make the process as stress free and fun [yes, it should be fun!] as possible, you need to have a well thought out, organized plan. You need honest information, advice and resources that can help you make a good decision.

There is a process that I have developed, based on buyer feedback over the past twenty four years, to help hundreds of buyers realize their dream of owning their own home. The foundation of this process is my belief that **THE BUYER MUST BE IN CONTROL**. My entire approach revolves around satisfying the needs that buyers have expressed to me.

Buyers have told me:

1. They expect me to provide information, expertise, advice, resources and recommendations. No pressure!
2. They want to make the decision as to what home, floor plan and location is best for them and what price they are prepared to pay for it. But they want my advice.
3. They expect me to provide the menu of all the properties that are available in their price range and they will choose what they want to see.
4. They expect me to use my years of experience and disclose all the information I know about the homes they are viewing. Location issues, floor plan problems, water problems and even structural issues can be discussed freely. Crucial information on the re-sale potential of the home can also be offered. This will be particularly important for those buyers who may face job transfers in the near future.
5. They expect me to protect them and their interests especially when it comes to making an offer to purchase and negotiating price. They don't want to get ripped off.
6. They want to know about all of the expenses they will incur in buying their home and they want to know how I get paid. No surprises.
7. They expect me to follow-up on all of the details after the offer is made to make sure that things go as planned at possession date. No problems.





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HERE IS THE PROCESS I EMPLOY

Meet with the buyer

A. To review:

- • Financing options and recommendations.
- • Confirmation of down payment.
- • General market conditions.
- • The offer to purchase and the offer and acceptance process.
- • The deposit.
- • Closing costs.
- • Home inspections.
- • Real Property reports.
- • Agency
- • Any questions the buyer may have.

B. Review in detail the Realtor Employment Agreement.

This document puts in writing the:

- • Terms under which we will work together.
- • The length of the Agreement.
- • Duties of the buyer.
- • Duties of the Realtor.
- • How the buyer can fire me or end the agreement. [see my service guarantee]
- • How I get paid and when.
- • Agency [who is looking after their interests?]
- • My Service Guarantee.

C. Analyze the options available to the buyer within their price range including floor plans, locations, home styles and age.

D. Establish a schedule to begin looking at homes.

E. Provide a print out of all the homes currently available in the buyers price range along with copies of all documentation.

F. Provide the first time buyer with a complementary CD entitled "How to Buy Your First Home a CD packed with information regarding the home buying process. [if applicable]

If you are ready to embark on your home hunting adventure and would like to arrange an appointment to get started, please contact me at <mailto:DArcy@DArcyDonaldRealty.Com>

My Service Guarantee: If at any time and for any reason you are not completely satisfied or comfortable with my service or feel that I have failed to do everything that I have said I will do you can fire me and terminate our agreement.



