

Services Available to Our Home Buyers

To assist you in feeling comfortable with the process of finding and purchasing a home - please feel free to ask us about any of the below listed services or find information on many of these services on our website at www.KranzRealEstateInc.com:

- Explain the benefits of a Buyer-Broker Agreement and “Agency Disclosure Statement.”
- Determine the approximate price range for which the buyer can qualify.
- Provide a choice of several excellent lenders in our area
- Explain the use and benefit of a lender pre-approval letter.
- Provide a sample copy of the purchase agreement for you to study.
- Provide information on local schools and various churches and religious institutions.
- Provide information on local shopping, transportation systems and surrounding villages,
- Explain how the Realtor Multiple Listing System (MLS) works.
- Search the MLS for appropriate properties.
- Arrange to show the homes you pre-select at times convenient to you.
- Explain real estate terminology throughout the home buying process.
- Act as a “sounding board” in your decision making process.
- Provide a “Comparative Market Analysis” to determine an appropriate offering price.
- Write an offer which will best meet your needs and protect your interests.
- Explain the significance of various clauses in the agreement.
- Explain the lender’s appraisal process.
- Make sure that events and conditions agreed upon in the contract can be realistically performed within time limits provided.
- Explain how offers to purchase property are presented.
- Negotiate any areas of objection with the seller.
- Provide a list of reputable companies for home inspection.
- Make arrangements for the various inspections, as required.
- Be present, if possible, when inspections are conducted to add clarity to written report. Inspections usually take place during the workday.
- Help interpret which report items are relatively minor, which require further clarification and assist in finding the solutions to problems in reports.
- Re-negotiate with seller to pay for items shown to be deficient in reports.
- Gather information about any items disclosed which may be of concern.
- Amend the purchase contract, as needed.
- Closely follow deadlines listed in the contract . . . errors in timing can nullify the agreement.
- Work with lender to provide information and approvals as stipulated.
- Provide regular updates on the closing progress to buyer, as required.
- Explain the protections provided by a Home Warranty Plan and order, if requested.
- Explain Home Owner’s insurance requirements and recommend insurance companies, as requested.
- Provide a list of telephone numbers for the local gas, electric, water, sewer, internet and cable TV companies to assist in a smooth transfer of services from seller to buyer.

- Help buyer locate temporary housing, as needed.
- Assist buyers in locating reliable childcare, as requested.
- Coordinate move out by seller and move in by buyer.
- Conduct a final “walk through” property inspection to assure that nothing significant has changed since the Purchase Agreement was signed.
- Make arrangements to rectify any problems discovered during walk through.

And, most importantly –

- At all times, it is our responsibility to protect your interest.

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