



Things that will most likely happen...

- ♥ The dates on your contract will change, perhaps multiple times (many variables: lenders, attorneys, etc.) – it is a moving target and best guess at a date in the future...
- ♥ You will become (or be) anxious or nervous or confused
- ♥ Someone will want to negotiate countless times during the transaction: purchase price, closing, dates for occupancy, what is included or excluded, repairs, inspection, appraisal results and during the final walk-thru
- ♥ You want to post on social media about your experience – while in the process, or will be asked about this from friends on social media – DON'T
- ♥ Sometimes – there really is an emergency and something will need to be changed at the last minute
- ♥ Someone will always need to use the bathroom when seeing homes (make sure it is OK & operational first!)

As Buyers:

- ♥ You will not be told how much money to bring to closing until the day of your closing and many times, only hours or minutes before the closing: although – this should be days in advance
- ♥ The lender WILL pull another credit report just before the closing to confirm NOTHING HAS CHANGED; they will also do an EMPLOYMENT VERIFICATION, again
- ♥ You will become irritated or annoyed about frequent and last-minute paperwork requests with seemingly impossible deadlines

As Sellers:

- ♥ Agents will not show up for their scheduled appointments, they will forget to leave a business card, they won't turn off lights or will leave them all on
- ♥ Showing appointments will be made, rescheduled and even cancelled at the last minute
- ♥ Some agents go MIA and don't return calls or emails, give feedback or work a short schedule at any given time
- ♥ Some showings will be done in under five-minutes, others may want to take five hours!
- ♥ Invariably, there will be more than one agent show up at a time for a showing or the buyers will have all their family attend the showing with them
- ♥ If you have turned off water and the bathroom is not functioning – TAPE THE LID SHUT AND PUT A NOTE ON IT
- ♥ The one time we get an honest "I'm in the area with a buyer" request for a showing – it TRULY IS THE BUYER FOR YOUR PLACE (or not, it could be just a test!)
- ♥ Agents should NOT knock on your door without an appointment – or talk with you directly without your agent being involved (it is against our Professional Code of Conduct and is a direct violation of the Real Estate Law) – anyone who does this should be reported
- ♥ There will be low-ball offers; don't be offended but do COUNTER instead of rejecting – at least an offer is an invitation to negotiate!
- ♥ Do be prepared to do price reductions – periods of time without showings and / or if no offers are being made
- ♥ You will not be told how much your expected NET is to receive (or if you need to bring money to the deal) until your closing

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