

## Helpful Tips on Finding Your Home--Viewing Homes

After your initial counseling session (either via e-mail, phone, or a face-to-face interview), **Jean Williams** will have a good idea of your wants, needs, price range, and desired location and will enter your requirements in the Multiple Listing Service (MLS) computer. From the many listings in its inventory, the computer will print a list of homes tailored just for you. Jean will make arrangements to show you those homes that meet your criteria.

As you walk through the homes, feel free to open cabinets and closets. Most often, the sellers will be absent, but should they be present, they will understand your need to examine the home carefully. When a home appeals to you, make notes. It is easy to forget details. Often there will be information at the home and, whenever possible, she will have given you a copy of the MLS information on the home you are viewing.

Don't be surprised if the first home you see is the perfect one for you, and don't be discouraged if none of those you visit the first day are what you want. Jean is committed to finding the house that you will call home, and she will work diligently until you find it. Usually, she will be able to find the home of your dreams rather quickly from a selection of three to five homes that best fit the desires you expressed.

### *During the Home Search...*

Jean will:

- ◆ Discuss the benefits and drawbacks of each home in relation to your specific needs.
- ◆ Keep you informed on a regular basis.
- ◆ Check the MLS database and with other brokers daily for new listings that meet your criteria.
- ◆ Keep you up to date on changing financial conditions that may affect the housing market.
- ◆ Be available to answer your questions or to offer assistance regarding your home purchase.
- ◆ Discuss market trends and values relative to properties that may be of interest to you.
- ◆ Show you new homes as well as pre-owned homes if you desire.
- ◆ Assist you with homes offered by the sellers' themselves as For Sale By Owner (FSBO) listings. A homeowner who is trying to sell his home himself is usually doing so in hopes of saving the commission. Coincidentally, this is the reason a buyer wants to deal directly with a homeowner. Many times a homeowner will work with an agent, even though his home is not listed, if the agent introduces the buyer to the property. If you should see a FSBO and want the advantages of our services, please let her contact the owner and set the appointment.

As a member of the MLS, she can show you any property. If you should see an ad in the newspaper or a sign in a yard, call her to find out the information you're looking for. If you want to view the home, she'd be happy to show it to you!



*This report is compliments of:*

**Jean Williams**

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