

Buyer's Guide



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207-200-3637
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RE/MAX
shoreline

100% Satisfaction Guarantee

If you are ever unsatisfied with our services for any reason...

- Immediately contact us to discuss the issue
- Please allow us time to fix the problem and underlying cause(s)
- Penalty free cancellation of all services, if necessary

This is our pledge to you.



Real People. Real Results.

About Me



Tim Cheney, REALTOR®

207-200-3637 | Tim@TimCheneyRealtor.com

- Licensed in NH and ME - 5+ years of customer-centric sales experience
- Obtained a Masters of Business Administration
- President Elect for Seacoast Board of Realtors' Board of Directors
- Accredited Buyer's Representative (ABR) Designation
- Pricing Strategy Advisor (PSA) Certification
- Commitment to Excellence (C2EX) NAR Endorsement
- Passionate Boston sports fan
- Active member of multiple local Homebrew Clubs

About Me



Kathy Walsh, REALTOR®

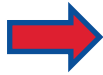
603-234-6186 | Kathy@KathyWalsh.com

- Licensed in NH and ME - 40+ years of customer-centric sales experience
- Owned and operated Coldwell Banker franchise in Stratham
- Certified Residential Specialist (CRS)
- Seacoast Board of Realtors - Realtor of the Year (twice!)
- Served on the Board of Directors of the NH Housing and Finance Authority
- Homeward Bound Buyer Education Volunteer for the NH Housing Partnership for over 25 years

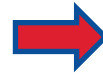
The Buying Process



Introduction



Loan Pre-approval



Home Search



Offer



Negotiations



Loan Application



Conduct Inspections



Bank Appraisal



Homeowner's Insurance



Final Approval



Closing



Home Ownership

Buying Essentials: Prep, Offer, Due Diligence

1) Preparation

- Consult a lender to determine budget so we focus on realistic options
- Define criteria for your dream home (Must Have, Must Not, Nice to Have)
- Research and tour available homes
- Review all provided documentation (Property Disclosure, Tax Map, etc.)



2) Offer

- Determine recently sold comparable homes and overall market conditions to submit a competitive offer
- Negotiate, if appropriate, to get an accepted offer
- Submit Earnest Money in the agreed upon amount to the appropriate party
- Don't get discouraged if your offer is not accepted! It's part of the process.

3) Due Diligence

- Submit loan application to begin the appraisal and title process
- Order home inspection and any other tests (Radon, Water, Lead, etc.)
- Review all reports and appraisal then negotiate any necessary repairs or remedies
- Conduct final inspection and complete all title work



Your Dream Home Questionnaire

What must your new home have?

What would be ideal, but not essential?

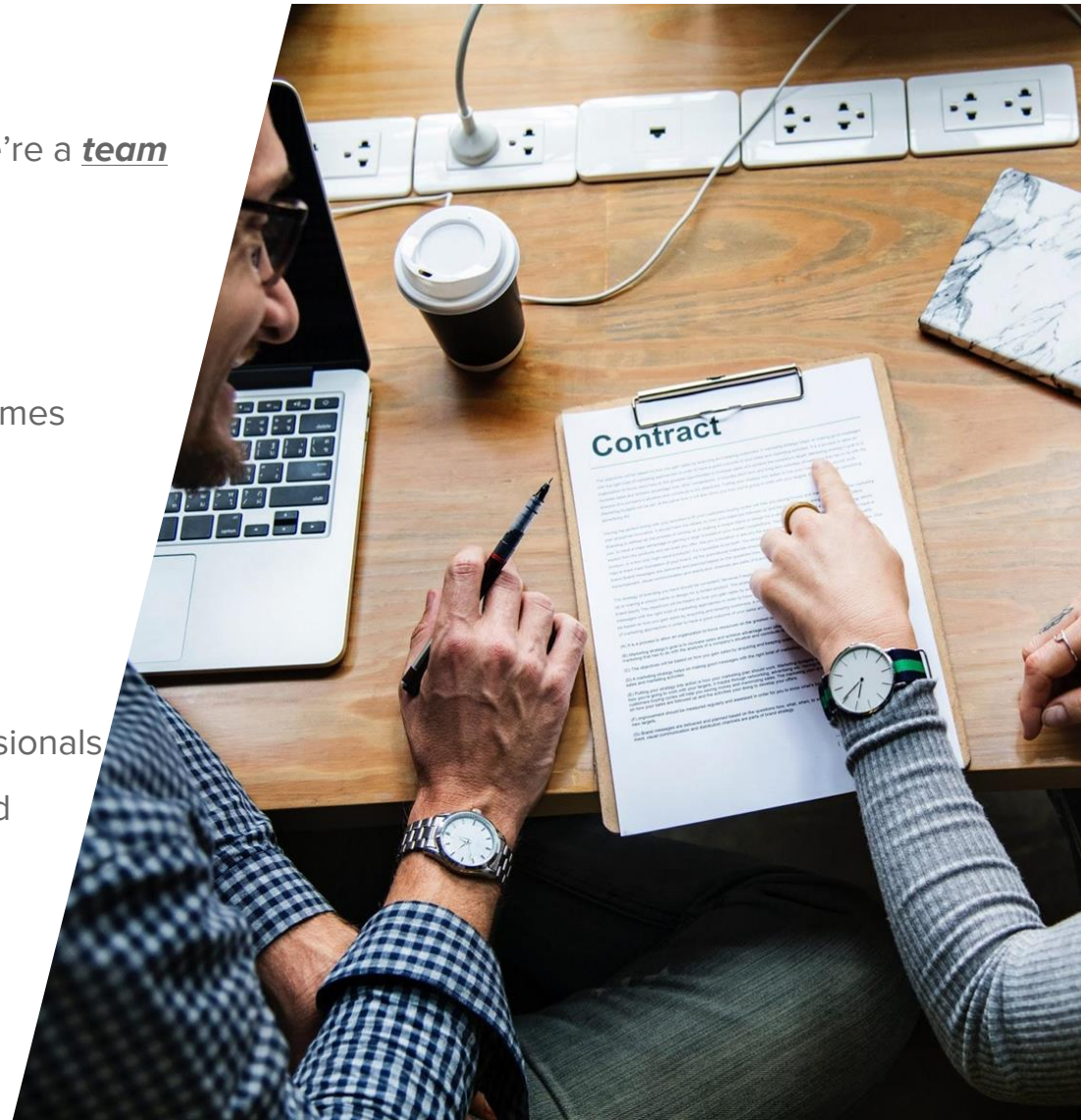
What must your new home NOT have?

Any other notes?

As your agent,

We will...

- Guide and advise you through the process; we're a team
- Establish the “rules of engagement” with you
- Educate you on current market conditions
- Discuss home search criteria
- Prepare a personalized search for potential homes
- Manage and communicate market activity
- Coordinate open house(s) and showings
- Formulate and submit competitive offers
- Facilitate negotiations
- Recommend and coordinate with other professionals (inspector, title clerk, appraiser, etc.) as needed
- Monitor progress after offer acceptance
- Investigate any issues while under contract
- Ensure a successful closing
- Be your lifelong real estate expert and partner



Trusted Resources

Brittany Groulx

Envoy Mortgage

brittany.groulx@envoymortgage.com

Cell: 603-264-9846

Katie Cea

Sweeney and Sweeney Title Service

Cell: 603-661-4496

Linda Tuttle

Tobey and Merrill Insurance Group

Linda@tobeymerrill.com

Cell: 603-770-7948





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