



Buyer's Checklist FROM START TO SOLD.



Josh & Shae Green
REALTORS®

727-625-0350

shaesellstampa@gmail.com

You're **ready to buy** a home in Tampa Bay.

But you might be wondering: *Do I need a Realtor? And if I can find homes from my phone (lookin' at you, Zillow)- then what does a Realtor even do?*

Well, finding the home is only half the battle.

And did you know that moving to a new home is the 3rd **most stressful event** in life? Even if you've bought a home before, it's not something you want to navigate alone.

If you want a smooth contracts process with expert negotiations, someone to handle all the headaches for you, and to help you **avoid buying a "lemon"...**

**NOT TO MENTION FREE CLEANING AND A
COMPLIMENTARY HOME WARRANTY SO YOU CAN
MOVE INTO YOUR HOME WITH PEACE OF MIND?**

And if you're ready for that Hallajuah moment of closing on your dream home without all of the headaches?

→ **Then we're here to make it happen.** ←

We're obsessed with helping people buy their dream homes, in the smoothest, most **stress-free** way possible.

AND THE **FREEBIES** WE THROW IN CAN'T HURT!

We set out to create the most valuable package for buyers in Tampa Bay... and we think we did a pretty dang good job!

So here's what you get by working with the Green Team:

- ✓ Complimentary Deep Cleaning before move-in
- ✓ Flexible schedules- we're available evenings and weekends
- ✓ Free Home Warranty Program
- ✓ Expert negotiation to get you top dollar
- ✓ System to sell your old home & smoothly transition to your new
- ✓ In-depth market knowledge and experience in Tampa Bay
- ✓ Vetted vendors list to save you thousands
- ✓ Track record of offer acceptance



SHAE GREEN & JOSH GREEN

SOME OF OUR AWARDS:



Top 10 Pinellas County Buyer's Agent



Top 3% Tampa Bay Realtor



2023 Brokerage Agent of the Year and Top Producer

**READY TO BUY? GIVE US A
CALL, TEXT, OR EMAIL!**

727-625-0350

SHAESSELLSTAMPA@GMAIL.COM

Buyer's CHECKLIST ... from Start to Sold!

☐ CHOOSE A REAL ESTATE AGENT

Choosing the wrong Realtor or going without one can be a costly mistake. You need a Realtor who you can trust, who has a proven track record of winning deals. When shopping for an agent, ask questions like: What kind of value do they provide? How active are they as buyer's agents? What are their working hours/availability?

☐ GET A LENDER PRE-APPROVAL/PROOF OF FUNDS

This is where you get with a lender if you are getting a loan on the property. We recommend digging into finances prior to looking at homes so that you can more clearly define your price range. You'll want to get a pre-approval letter or a proof of funds letter (if buying in cash), so we're ready to submit an offer the second we find your perfect home.

☐ DEFINE YOUR HOME WANTS & NEEDS

Next, you will work with your Realtor and help define your search criteria based on your needs, wants, and price range. There are many considerations that we'll want to look at- including things like Flood Zones, schools, commute times, or proximity to amenities.

☐ GET YOUR CUSTOM SEARCH

We'll then set up a custom search based on your criteria. You'll be notified as soon as a potential property comes on the market or receives a price drop, so we can be ready to submit an offer when we come across the perfect home for you!

☐ ATTEND SHOWINGS AND OPEN HOUSES

Now the fun part, we get to house shop! We'll compile a list of our top potential properties and plan to go see them. We can attend open-houses as needed, but ideally, we'll schedule the showings all at once around your schedule.

☐ SUBMIT AN OFFER

Once you find a home you love, it's time to submit an offer! This is where we use our expertise as top buyer's agents to write a winning offer. The goal is to get our offer accepted while still getting you great terms and not leaving money on the table.

☐ GO UNDER CONTRACT

Congrats! Your offer has been accepted and you are officially "under contract" on a home you love. Next, we will help you submit your earnest money deposit and discuss the inspection options that are available.

☐ SCHEDULE INSPECTION(S) + DUE DILIGENCE PERIOD

The "due diligence period" is usually the first week or so that you are under contract. Here you will have inspections done on the home. We will suggest inspections to do on the home depending on the condition, age, area of the home, and your preferences. We will schedule and coordinate the inspections.

continued →



NEGOTIATIONS

Based on what we find during the inspection period, this is where we will negotiate the price and terms further with the seller. The inspections serve as great leverage for you to get an even better deal on the property. We'll also protect your earnest money during this phase.



APPRAISAL + FURTHER NEGOTIATIONS

The appraisal will help to make sure you don't overpay for your home, and we will help you navigate your options if there are issues with the appraisal results. Typically a low appraisal is another opportunity to negotiate with the seller on pricing.



FINALIZE HOME INSURANCE

You'll want to start shopping home insurance quotes early in the process, and we can provide suggestions on insurance vendors that we've vetted that can save you thousands on insurance! If you're getting a loan, the lender will require that you send them the insurance info as well.



FINALIZE TITLE SEARCH

During the entire under contract period, we're coordinating with the title company to conduct the title search, the survey, and prepare your closing documents. We'll get the final go-ahead that the title is clear prior to closing.



FINALIZE LENDING + CLEAR TO CLOSE

The last thing we'll need if you're financing the property, is the final go-ahead from the lender. Once we get this, we're "clear to close" and we'll schedule a time for the closing!



CONDUCT FINAL WALKTHROUGH

A couple of days before closing, we'll do a quick look around of the property to make sure all the negotiated repairs were done, and that the property is in the same condition that it was when we first saw it.



CLOSING DAY!

We finally made it! Closing typically happens at the title company, where you will sign documents. You'll get the keys when the loan funds in 24-48 hours, but in the meantime, it's time to celebrate!



TRANSFER UTILITIES

We'll want to call the utility companies to initiate the transfer of the utilities into your name.



FREE DEEP CLEANING COURTESY OF THE GREEN TEAM!

It's frustrating moving into a new home only to realize that it desperately needs to be deep cleaned. That's why we hire a professional cleaning team to deep clean the property before you move in, so you can focus on more important things like enjoying your new home!



MOVING DAY- HOME WARRANTY COURTESY OF THE GREEN TEAM!

With all the stress of closing and moving in, we don't want you dealing with any surprises on the home or unexpected repairs. So we'll provide you with a free home warranty to give you peace of mind when you move in.