



Phil Wade
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Dalton Wade Real Estate Group

New Agent – Working With a Buyer:

- Showing A Home
- Doing Comps
- Submitting An Offer
- Home Inspection & Negotiating The Inspection
- Key Buyer Dates
- Dalton Wade Buyer Acknowledgement
- Final Walk Through of Property
- Asking For Reviews & Referrals

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New Agent - Training Two – Showing A Home:

- Set Up Schedule of Showings – All Confirmed
- Bring Copy of Listing, Arrive Early For 1st Showing
- Point Out The Bad – Gain Trust of Buyer
- Roof
- A/C – Compressor and Air Handler
- Electrical Panel
- Windows

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New Agent - Training Two – Showing A Home:

- Termite Issues
- Ceiling Stains
- Upgrades To Home
- Flow of Floor Plan
- Feedback From Buyer@ End of Tour
- Better Understanding of Buyers Wants & Needs
- Schedule Next Time Out

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New Agent - Training Two – Comps:

- Looking For Properties As Close To Subject Property As Possible
- Looking For Recently Sold Properties (Only Go Six Months Out)
- Plus & Minuses (So Apples to Apples)
- Garage (\$25k), Pool (\$25k), 3rd Bedroom (\$25K), Busy Street (\$25k), 4th Bedroom (\$5k-\$10k)
- Square Footage Adjustment (30%-40%)
- Will email appraiser comp analysis

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New Agent - Training Two – Submitting An Offer:

- Blog Article – Offer Checklist
- Use “As Is Contract” Unless Instructed By Listing Agent Otherwise
- Offer Amount (Based on Comps)
- Good Faith Deposit Amount (Don’t Confuse With Amount Putting Down For Loan) (As Little As Possible For Buyer)
- Finance Amount
- Offer Acceptance Date/Closing Date
- Can Not Assign Contract

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New Agent - Training Two – Submitting An Offer:

- Financing – Type of Financing, Financing Contingency
- Seller Selects Title Company
- Seller To Pay Assessments in Full
- Home Warranty
- Inspection Period
- Addendums
- VA/FHA
- Condo
- Closing Cost Credit – Additional Terms

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New Agent - Training Two – Home Inspection & Negotiating The Home Inspection:

- As Buyers Agent Need To Attend The Home Inspection
- Negotiate Inspection Items
- Closing Credit Better Than Repairs

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New Agent - Training Two – Key Buyer Dates:

- Escrow Deposit (Usually 3 Days After Effective Date)
- Loan Application (5 Days)
- Inspection Contingency (15 Days)
- Financing Contingency (30 Days)

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New Agent - Training Two – Dalton Wade Buyer Acknowledgement:

- A Disclosure That Lets Buyer Know How We Are Representing Them
- Lets Buyer Know What They Are Responsible For In Transaction
- Found In Dot Loop

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New Agent - Training Two – Final Walk Through Of Property:

- To Be Done As Close To Closing As Possible
- Make Sure Home Is Being Turned Over To Buyer In Good Order
- Have Buyer Execute Final Walk Through Form

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New Agent - Training Two – Ask For Reviews & Referrals:

- Ask Buyer To Review You On Zillow or Realtor.com
- Ask Buyer If They Can Refer You & To Keep You In Mind If They Know of Anyone Looking To Buy or Sell In Future



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