

THE BUYING PROCESS

MAXIMIZING YOUR HOME PURCHASE

HOME BUYERS OFTEN OVERPAY THOUSANDS OF DOLLARS, LOSE TIME AND FIRST CHOICE PROPERTIES, AND BECOME FRUSTRATED AND DISAPPOINTED WITH THE PROCESS.

Therefore, we developed a system to maximize your home purchase and leave you feeling happy and proud.



**Chris and Betsie Shiparski
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SG
SHIPARSKI
GROUP

Home buyers frequently open themselves to unnecessary risk and exposure hiring Realtors who do not understand current market conditions, negotiation, contracts, overcoming hurdles and how to close properties. This causes buyers to overpay thousands of dollars, lose time and first choice properties and become frustrated and disappointed. Therefore, we developed a system to maximize your home purchase and leave you happy and proud.

1. Meet with Chris and Betsie

We meet with you to listen and identify your needs and wants. Then we create a plan to successfully target several properties based on your needs, wants and lifestyle choice.

2. Make an Offer

We review sales data and draft an offer reflecting your objectives and terms.

3. Negotiate

We submit the offer and negotiate your best terms. We understand the psychology behind negotiation and the importance of keeping everyone's emotions at bay and have a proven and well-known track record of negotiating fiercely to meet or exceed your needs.

4. Inspections and Repairs

Many contracts can fall apart at this stage. Inspections and repairs are the second negotiation and require great skill, patience and perseverance. This is where we excel.

5. Title, Survey and Lien Search

We work closely with the title company or closing attorney to make certain all required documents are submitted and important deadlines are met.

6. The Closing Process

After we successfully negotiate your terms and are through inspections, we enter your home into our 150 task closing system to make certain we, you, the seller's agent and sellers, lender, appraiser, surveyor and closing agent complete their respective contractual obligations. Together with our customer care coordinator, we handle every call, task and follow up while you focus on what you need to accomplish.

7. Final Walkthrough

We accompany you at the final walkthrough to verify the sellers have maintained the property and landscaping according to the terms of the contract.

8. Closing

The day is finally upon us. We accompany you to the closing and make certain everything runs smoothly and pass on the keys to your dream home.

