



**KELLER
WILLIAMS**[®]
R E A L T Y



BENEFITS OF USING A REALTOR

Liz Etzel and Chi Yan

Keller Williams Realty Baltimore
2936 O'Donnell St.
Baltimore, MD 21224
410.342.4444

MEET THE REALTORS



Chi Yan - KW agent



Liz Etzel - KW agent

WHY USE A REALTOR PART 1

- ⦿ Looking online without a Realtor/MLS search
 - Save time looking up properties that are already sold - Zillow, Trulia
- ⦿ Touring Open Houses
 - only a small percentage of what's available
- ⦿ Knowledge & Expertise about market/pricing etc
 - Comparable home sales, what to offer

WHY USE A REALTOR PART 2

- ◎ Write/Decipher contracts over 40 pgs
 - Who do you get to write the contract?
- ◎ Negotiation/Representation
 - Who is representing and negotiating on your behalf?
 - The sellers have their own Realtor. That Realtor CANNOT represent you

WHY USE A REALTOR PART 3

Contract to Close:

⦿ Home Inspection

- Mechanical, structural, vs. cosmetic
- What to ask the seller to repair

⦿ Monitor Loan Process

- Constant communication to ensure a smooth transaction

⦿ Title Company and Title Examination

- Lien search, fee simple vs. ground rent, title insurance

DAILY TASKS OF YOUR REALTOR

Buyer Beginning Stages

- ◉ Analyze buyers needs/goals
- ◉ Obtain pre-approval
- ◉ Research on MLS, send home search
- ◉ Coordinate Showings
- ◉ Preview properties
- ◉ Show Properties
- ◉ Help buyer compare and evaluate homes
- ◉ Provide pricing and market research
- ◉ Write and present offer
- ◉ Negotiate the Contract
- ◉ Obtain Closing Costs estimate
- ◉ Initiate the Closing/title process
- ◉ Advise about home warranty coverage
- ◉ Protect and negotiate for buyers interests

Contract to Closing

- ◉ Set up Contract to close file
- ◉ Send contract to all vendors
- ◉ Establish communication with all parties
- ◉ Advise Parties on Timetable to closing
- ◉ Coordinate the loan application process
- ◉ Coordinate Inspections
- ◉ Advise on Repairs
- ◉ Negotiate with Seller agent
- ◉ Assist with Appraisals
- ◉ Schedule the closing
- ◉ Review all closing paperwork
- ◉ Advise buyers on what to bring to closing
- ◉ Provide post closing information and service

TYPES OF SALES

- ◎ Standard
- ◎ Short Sale
 - It's NOT a short process
 - Sold AS-IS
- ◎ REO (Foreclosure/Bank Owned)
 - Sold AS-IS

F.A.Q

- ◉ Who pays the Realtor?
- ◉ Can you save money by not using a Realtor?
- ◉ Closing Costs?
- ◉ Do I qualify for any Grant Programs?
- ◉ How long does the process take?
 - 1-3 months + 30-45 days to close

THANK YOU!
COME VISIT OUR BOOTH!



Liz Etzel



Chi Yan

-Come chat with us!

-Get your questions answered!