

# CHECKLIST



for New Home Buyers

*Make your offer stand out in a competitive market*



## Does the competitive market have you worried about getting into your dream home?

*Let's talk inventory: There are currently more buyers looking for homes than there are homes for sale. That means our inventory levels are at an all time low and buyers are having to compete with other offers to get their dream home.*

*Maybe you've heard of friends who have missed out on the home they love because the seller chose another offer or you've been told that houses are selling for much higher than the list price.*

*These things are happening but I'm here to help ease your anxiety. Helping my buyer's offer stand out is one of my super powers and I decided to package up that expertise and share the strategies I use with my own buyers in this checklist! My goal is to help you prepare for house hunting in this market so that you're ready!*

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# *Your Checklist for a Strategic Offer*

Educate yourself on the market before house hunting (aka ASK ME)	<input type="checkbox"/>
Have your pre-approval before you start touring homes - a seller will NOT consider your offer without it	<input type="checkbox"/>
Move FAST - When a house hits the market, let your agent know immediately	<input type="checkbox"/>
Write your highest and best offer from the start and consider using an escalation clause (we will discuss this in detail at our buyer consultation)	<input type="checkbox"/>
Find out what you can do to accommodate the sellers and do that - When do they want to close, what is most important to them, how can you help	<input type="checkbox"/>
Put down a significant earnest money deposit (here in the Bay Area it is 3% standard) to show you are serious and financially secure	<input type="checkbox"/>
Keep contingencies to a MINIMUM - only include what you absolutely need to. For every added contingency, the less appealing your offer will look.	<input type="checkbox"/>
Talk with your lender to find out if you would be financially able to waive the appraisal contingency (or be willing to pay the difference if it appraises low)	<input type="checkbox"/>
Do not get worked up about inclusions and personal property (i.e. washer, dryer etc.) - Focus on what is important. If the wine fridge isn't included, don't try to include it	<input type="checkbox"/>
Have strong financing terms and use a reputable lender. This can make a huge difference. Do not use an online lender or someone who isn't local	<input type="checkbox"/>
Send your pre-approval letter with your offer - this is non-negotiable	<input type="checkbox"/>
Know what you want your maximum monthly payment to be so that you have room to do the things you want	<input type="checkbox"/>
Keep any contingency timeframes on the shorter end if possible	<input type="checkbox"/>

*Print off this checklist to reference later*

# Continued...

Ask if there are any home, pest or roof inspections - (in this Sellers market, most homes are AS-IS. Sellers don't really want to have to do repairs unless they must. Write an offer knowing that "what you see is what you get." This is a HUGE ONE that could get your offer favored while still giving you peace of mind incase there is a major issue

Write a letter to the seller - tell them what you love about the house, compliment their style. Tell them exactly how you picture yourself living there

Work with an agent who communicates well, has a quick response time and is easy to get along with. Listing Agents will not want to work with a pushy agent

Know all of your expenses with your lender so you are completely prepared financially (to follow any of the financial strategies listed here

*This list is designed to give you options when it comes to writing your offer strategically! You don't necessarily have to include all of these. It will ultimately depend on the house, what is important to the sellers, and what will be a smart decision for you as a buyer. We can navigate through this list and decide which strategies will be best to implement.*

*I'm dedicated to making your home buying experience as fun and stress free as possible. Having a plan in place before you start house hunting is the best way to set yourself up for success. I always like to say, a prepared buyer is a successful buyer.*

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# *Meet Casey Serafino-Lee, Realtor*



*The difference between ordinary and extraordinary is that little extra. Working with me always includes "that little extra"! My goal is to be sure that my clients are educated and communicate effectively and efficiently, build relationships with other agents and find the right house for every buyer.*

*I am an open book and always sharing my best tips to help make your move as smooth as possible and buy your home with confidence. These are just some of the unique touch points that are part of my client experience.*

*Every experience is slightly different because every client is different! I strive to continuously provide that "little extra" in every single transaction. I want your home buying experience to not only be enjoyable but to be memorable and fun!*

*Casey Serafino-Lee*

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