BUYER EXPECTATIONS

At RE/MAX, we've done this a million times, so we thought we would share some of the things that might come up during your sale.

01 You will get tons of free advice from people who know very little about the real estate process, please avoid this

02 You will not be told how much money to bring to closing until a couple days before your closing and sometimes only hours before the closing

03 You will become irritated or annoyed about frequent and last-minute paperwork request with seemingly impossible deadlines

04 The Mortgage company will most likely pull another credit report on you days before or even the day of closing. So don't make any major purchases or change jobs

05 It's common to write a few offers before you get a seller to accept one

06 If you want a fast closing your lender may not be able to get the loan process completed in time for closing

07 That lender you found online isn't usually the best option, regardless of price

08 You will become anxious or nervous during this process, this is common

09 We have experienced a market shift but depending on the property a higher than asking price offer may still be necessary

10 You may want to tell your friends and family about a negative real estate experience on a social media site, please don't

11 At the home inspection, the inspector is going to find things wrong with the home. This is normal

12 The agent listing the property must be in witness protection because they will not return any of our phone calls

13 Sometimes closings get delayed and its outside of our control

14 There will be a lot of paperwork involved in the process. Every detail has to be in writing

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