

Expectations

In the beginning of any relationship all parties come in with certain expectations of the others. This real estate business partnership is no different.

You should expect:

- I will be fair, honest and in communication with you throughout the entire buying and selling process.
- I will keep your personal/private information confidential.
- I will keep you informed of any new properties that come on the market in a timely manner.
- I will work to get you the highest possible price in the least amount of time.
- I will work to the best of my ability to find you the best house within the parameters you have established.
- I will be able to explain any stage of the transaction to you in a clear and concise manner.
- I will research any property you are interested in and find out as much information as realistically possible about it before you make an offer.

I will expect:

- Buyers to be forthcoming with any information I need to assist in your house hunting.
- That you will meet with a professional mortgage consultant and give them any information they may need to get you pre-approved prior to us going out to see properties.
- If it is a cash purchase, proper documentation of assets will be required.
- Buyers to sign a Buyers contract with me as their exclusive agent for a reasonable period of time.

I will expect:

- Sellers to be forthcoming with any relevant information about their home that may affect the sale.
- Sellers must to the best of their ability make any simple improvements and practice any housekeeping suggestions that I know will sell their home more quickly and for a higher price.
- Sellers should make their home as easy to show as possible to invite more agent showings.
- Sellers to understand that market conditions may change during the time of a listing and price adjustment may be in order after the initial listing price.

I expect that both Buyers and Sellers understand that this is my livelihood and over the years I have been very successful in helping my clients reach their goals when we work as a team. In exchange for my full time commitment to helping you with buying or selling I would ask that you would refer clients to me. This will allow me not to take resources away from helping you in order to continue to grow my business.

We both know what is expected of us going into this relationship. This understanding will help cut down on those surprises that can cause all our efforts to be wasted.

Respectfully,

David R. Oser, Associate Broker, ABR, GRI, CRS, SRES