FREQUENTLY ASKED QUESTIONS FOR BUYERS

What do you do as my agent after we go under contract?

Once we're under contract, my role shifts into full coordination mode. I manage deadlines, schedule inspections, communicate with the lender, title company, and the other agent, and make sure all contract requirements are met on time. No transaction goes perfectly—and that's normal. Chances are, whatever the situation is, I've already experienced it and know how to navigate it. I'll guide you through inspection results, negotiations, appraisal, and the final walk-through so nothing feels overwhelming or missed. We handle it together, with the goal of getting you to the closing table confidently and smoothly.

Why do I need Inspections?

Inspections help you understand the home beyond what you can see during a showing. A licensed inspector checks the major systems and structure so there are no big surprises after you move in.

There is no such thing as a "pass" or "fail" inspection. If that were the case, every home would fail—including brand-new construction. The inspection is simply an information-gathering step. It gives you peace of mind and options—if something comes up, we can discuss repairs, credits, or whether the home still feels like the right fit for you.

What is a time reference date and why Is It Important?

The time reference date is the official starting point for all deadlines in the contract. Once this date is set, it determines when things like inspections, repairs, financing, and closing timelines begin.

It's important because most parts of the contract are time-sensitive. Missing a deadline can affect your rights or protections, so keeping everything anchored to the correct date helps ensure nothing is overlooked. I track these dates closely so everything stays on schedule and stress-free for you.

What happens if there's already an offer on a home I want to make an offer on?

It's more common than you might think—and it doesn't automatically mean you're out. Sellers can usually receive and review multiple offers, and sometimes the first offer isn't the strongest or best fit. With that being said, once a home has an offer, there's usually a bit more urgency. If you want to move forward, we'll need to make decisions fairly quickly so we can put together a strong offer and submit it in time. We'll talk through strategy based on your goals and comfort level—price, timing, and terms—so you feel confident, not rushed. An existing offer just means we get a little more strategic, not that the door is closed.

What Is a title company and why are they Important?

A title company makes sure the property you're buying or selling has a clear and legal ownership history. They research the title to confirm there are no unpaid liens, claims, or surprises attached to the home.

They also hold funds safely, prepare the closing documents, and help coordinate the final signing. Title insurance protects you from issues that could come up later, even after closing.

Why do you need to communicate with my lender?

Your lender and I work as a team to keep everything moving smoothly. Communicating directly helps make sure timelines line up, paperwork stays on track, and there are no surprises along the way. Rest assured, your lender does not share personal financial details with me—like your salary, bank balances, or credit information. What I'm kept in the loop on are things like loan type, approval status, and timing so I can properly position your offer and advocate for you if questions come up. Clear communication between all of us helps make the process easier, faster, and far less stressful for you.

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