

# ALEXIS BOLIN

ERA Legacy Realty

5700 N Davis Hwy. Ste 7 - Pensacola, FL 32503

Office- 850- 478-5446 Cell- 850-777-0275 Email- alexisera@aol.com

## Multiple Offer Contract Summary

Address: \_\_\_\_\_

	Offer #1	Offer #2	Offer #3	Offer #4
Price				
Deposit				
Closing Date				
Loan Type and Terms				
Contingencies				
Concessions				
Closing Place				
Estimated Closing Costs				
Express Mail				
Deed Stamps				
Title Insurance				
Survey				
Recording Deed				
Recording Cancellation				
Appraisal				
Termite Insp				
Realtor Fees				
Other Costs				
Total Closing Costs				
Estimated Net to Seller				
Buyers Name				
Agents Name				



**ERA LEGACY REALTY.**

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**Questions to Ask a Buyer**

Your Name: \_\_\_\_\_ Spouse Name: \_\_\_\_\_

Address: \_\_\_\_\_ City, State, Zip: \_\_\_\_\_

Home Phone: \_\_\_\_\_ Work Phone: \_\_\_\_\_ Cell Phone: \_\_\_\_\_

Email Address: \_\_\_\_\_ Number of Children: \_\_\_\_\_ Names: \_\_\_\_\_

1. How soon do you need a home? \_\_\_\_\_

2. How long have you been looking for a home? \_\_\_\_\_

3. Have you looked at any homes yet? \_\_\_\_\_

4. Are you currently working with a real estate agent that you would like to have credit for the sale? \_\_\_\_\_

5. If not, would you be willing to let me represent you? \_\_\_\_\_

6. Where are you moving from? \_\_\_\_\_

7. Where will you be working? \_\_\_\_\_

8. How long of a drive are you willing to make to work? \_\_\_\_\_

9. Do you need to be near shopping, schools, churches, health care facilities, \_\_\_\_\_

10. What style of home do you prefer? \_\_\_\_\_ Bedrooms \_\_\_\_\_ Baths \_\_\_\_\_

II. What special features do you want in a home in order of importance to you.  
\_\_\_\_\_

12. What room in the house is most important to you and your spouse? Why's that? \_\_\_\_\_

13. Please describe your present home, your likes and dislikes about it.  
\_\_\_\_\_

14. What do you have in your present home that you must have in your new home?  
\_\_\_\_\_

15. What features could you do without if you had to? \_\_\_\_\_

16. Do you have any special furniture that requires a large space? \_\_\_\_\_

17. Are schools important in your purchasing decision? \_\_\_\_\_

18. Is there anyone else that you will need to counsel with before you select a home to buy? \_\_\_\_\_

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19. Tell me about your past experience of buying or selling a home.

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20. What could I do for you as your agent to make this the best experience you've ever had in buying a home?

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# *6 DON'Ts After, You Apply For a More-gage*

By Dean Hartman

I learned a long time ago that "common sense is NOT common practice". This is especially the case during the emotional time that surrounds buying a home, when people tend to do some non-commonsensical things. Here are a few that I've seen over the years that have delayed (and even killed) deals:

1. **Don't deposit cash into your bank accounts.** Lenders need to source your money and cash is not really traceable. Small, explainable deposits are fine, but getting \$10,000 from your parents as a gift in cash is not. Discuss the proper way to track your assets with your loan officer.
2. **Don't make any large purchases like a new car or a bunch of new furniture.** New debt comes with it, including new monthly obligations. New obligations create new qualifications. People with new debt have higher ratios...higher ratios make for riskier loans...and sometimes qualified borrowers are no longer qualifying.
3. **Don't co-sign other loans for anyone.** When you co-sign, you are obligated. With that obligation comes higher ratios, as well. Even if you swear you won't be making the payments, the lender will be counting the payment against you.
4. **Don't change bank accounts.** Remember, lenders need to source and track assets. That task is significantly easier when there is a consistency of accounts. Frankly, before you even transfer money between accounts, talk to your loan officer.
5. **Don't apply for new credit.** It doesn't matter whether it's a new credit card or a new car, when you have your credit report run by organizations in multiple financial channels (mortgage, credit card, auto, etc.), your FICO score will be affected. Lower credit scores can determine your interest rate and maybe even your eligibility for approval.
6. **Don't close any credit accounts.** Many clients have erroneously believed that having less available credit makes them less risky and more approvable. Wrong. A major component of your score is your length and depth credit history (as opposed to just your payment history) and your total usage of credit as a percentage of available credit. Closing accounts has a negative impact on both those determinants of your score.

The best advice is to fully disclose and discuss your plans with your loan officer before you do anything financial in nature. Any blip in income, assets, or credit should be reviewed and executed in a way to keep your application in the most positive light.

## Compliments of

**Carol Greco**

Wisley Greco & Associates

**703-813-2373**

*Selling the Most Important Home  
in the Virginia Suburbs of our Nation's Capital... Yours!*

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