

Don Harrington

Buyer Services Provided

Home Finding Process

I offer guidance and expertise in the home finding process, ensuring that all properties that fit your criteria are evaluated, no matter which real estate company has the property listed. I explain the difference in property tax rates and homeowner's association dues for each neighborhood, and all other pertinent information necessary to make an informed decision about the property.

Valuation of the Home

I provide a professionally prepared Comparative Market Analysis for the property before making a written offer. As a CPA and career financial and real estate expert, I am able to provide unparalleled expertise in determining the true market value of a property. Extreme caution is taken in the valuation process, as every neighborhood and home has unique features, and historical sales data must be studied to discover any discrepancies among similar homes in the same vicinity, and to discover any market valuation trends. I then provide proven and skillful negotiating techniques to ensure that we acquire the property for the best possible price.

Mortgage and Loan Process

I provide a detailed schedule of the buyer's closing costs, so that you are fully aware of all expenses related to the purchase of a home. I ensure that there will be no surprises and that you have full knowledge of all financial details, including the mortgage loan process, and the calculation of the estimated monthly payment. I review the good faith estimate provided by your mortgage company, ensuring that all lender fees being charged are competitive and appropriate. I can recommend local lenders that I know to be competent, trustworthy and available.

Contract and Inspections

Upon making a written offer, I fully explain the purchase contract and all related addendums before signing, ensuring that you understand all the details and legalities of the offer. I have the experience and expertise to properly prepare required contracts and necessary disclosures to protect your legal position. I offer guidance on the inspection process, providing a list of inspectors who are competent and professional, and I will subsequently review all inspection reports with you, and then help explain issues of concern, and provide guidance on negotiating repairs with the seller.

Closing Process

I coordinate the entire closing process from contract to closing, ensuring a smooth process and keeping you informed along the way, staying in contact with the listing agent, title company and mortgage company. I review the HUD settlement statement before closing, verifying all numbers and calculations, including property tax prorations, lender and title company fees, and I will attend closing to help with any questions and to ensure there are no problems.