

90 Ways I Serve

YOU

These are the top ways  
I bring you high value  
and low stress.



Michele Rennie  
Real Estate Broker and Marketing Specialist WA/OR

# BUYING + SELLING A HOME

is a complex and often stressful journey. At blue & vine group | eXp Realty, LLC we provide you with expert guidance throughout the process, ensuring you make informed decisions and get the best possible outcome. Here are some of the most important ways we're here to serve you.

**1** Schedule Time to Meet for a Strategy Session

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**2** Prepare Guide & Educational Presentation

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**3** Meet & Discuss Goals and Non-Negotiables

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**4** Explain Agency Relationships

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**5** Discuss Different Types of Financing Options

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**6** Help Find a Mortgage Lender

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**7** Obtain Pre-Approval Letter from Lender

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**8** Provide Resources to Research Crime in Neighborhoods, School Ratings, etc.

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**9** Provide Overview of Current Market Conditions

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**10** Explain Company's Value

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**11** Discuss Earnest Money Deposits

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**12** Explain Home Inspection Process

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**13** Educate About Local Neighborhoods

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**14** Discuss Foreclosures & Short Sales

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**15** Gather Needs & Wants of Next Home

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**16** Explain School Districts Effect on Home Values

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**17** Explain Recording Devices During Showings

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**18** Learn All Goals & Make A Plan

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**19** Create Internal File for Records

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**20** Send Homes Within Their Criteria

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**21** Start Showing Homes as Requested

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**22** Schedule & Organize All Showings

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**23** Gather Showing Instructions for Each Listing

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**24** Send Showing Schedule

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**25** Show Up Early & Prepare First Showing

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**26** Look for Possible Repair Issues While Showing

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**27** Gather Feedback After Each Showing

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**28** Update When New Homes Hit the Market

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**29** Share Knowledge & Insight About Homes

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**30** Guide Through Emotional Journey

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**31** Listen & Learn at Each Showing

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**32** Keep Records of All Showings

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**33** Update Listing Agents with Feedback

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**34** Discuss Homeowner's Associations

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**35** Estimate Expected Utility Usage Costs

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**36** Confirm Water Source & Status

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**37** Discuss Transferable Warranties

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**38** Explain Property Appraisal Process

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**39** Discuss Multiple Offer Situations

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**40** Create Practice Offer to Help Prepare

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**41** Provide Updated Housing Market Data

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**42** Inform Showing Activity Weekly

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**43** Update on Any Price Drops

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**44** Discuss MLS Data at Showings

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**45** Find the Right Home

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**46** Determine Property Inclusions & Exclusions

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**47** Prepare Sales Contract When Ready

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**48** Educate on Sales Contract Options

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**49** Determine Need for Lead-Based Paint Disclosure

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**50** Explain Home Warranty Options

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**51** Update Pre-Approval Letter with Each New Offer

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**52** Discuss Loan Objection Deadlines

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**53** Choose a Closing Date

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**54** Verify Listing Data is Correct

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**55** Review Comps to Determine Value

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**56** Prepare & Submit Offer to Listing Agent

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**57** Negotiate Offer with Listing Agent

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**58** Execute A Sales Contract & Disclosures

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**59** Once Under Contract, Send to Escrow Company

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**60** Coordinate Earnest Money Wire Transfer

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**61** Deliver Copies to Mortgage Lender

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**62** Obtain Copy of Sellers Disclosures

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**63** Deliver Copies of Contract/Addendum

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**64** Obtain A Copy of HOA Bylaws

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**65** Keep Track of Copies for Office File

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**66** Coordinate Inspections

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**67** Meet Home Inspector  
at The Property

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**68** Review Home  
Inspection

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**69** Negotiate Inspection  
Objections

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**70** Get All Agreed  
Upon Repair Items  
in Writing

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**71** Verify any Existing  
Lease Agreements

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**72** Check in With  
Lender to Verify  
Loan Status

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**73** Check on the  
Appraisal Date

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**74** Negotiate Any  
Unsatisfactory  
Appraisals

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**75** Coordinate Closing  
Times & Location

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**76** Make Sure All  
Documents are Fully  
Signed

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**77** Verify Escrow  
Company has  
Everything Needed

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**78** Reminder to Schedule  
Utilities Transfer

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**79** Make Sure All Parties  
Are Notified of Closing  
Time

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**80** Solve Any Title  
Problems Before  
Closing

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**81** Receive & Review  
Closing Documents

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**82** Review Closing  
Figures

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**83** Confirm Repairs have  
been Made by Sellers

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**84** Perform Final  
Walk-Through

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**85** Resolve Any Last-Minute Issues

**86** Get CDA Signed by Brokerage

**87** Attend Closing

**88** Provide Home Warranty Paperwork

**89** Facilitate Transfer of Keys and Accessories

**90** Close Out File

Thank You

**YOU**

For Your Time.



**Michele Rennie** Real Estate Broker and Marketing Specialist #27497

C: 509.956.9743 |

michele@michelerennie.com | MicheleRennie.com

