

My Commitment to my Clients....

Berni's Mission Statement:

"To provide service in real estate with high personal integrity and skill, with the needs of my clients and the care and concern of others foremost in mind."

Selling real estate since 1985, the only thing that exceeds my knowledge of the real estate market in Middle Tennessee, is my service to you.

My achievements:

- Lifetime Member of the Greater Nashville Association of Realtors' Awards of Excellence
- ABR (Accredited Buyer's Broker) Designation; e-Pro Designation real estate technology; Full-time Listing Agent
- BA in French and Journalism
- Rule 31 Mediator of Tennessee; Board member of the Nashville Conflict Resolution Center
- Mom to Liam Nash, a teenager



Berni Nash

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A Buyer's Guide to Buying a House

Brought to you by:

Berni Nash

*"Knowledge...Strategy...Care...
Berni Nash Knows Real Estate!"*

Affiliate Broker, ABR,
e-Pro, Lifetime Member of the
Realtor's Awards of Excellence,
Rule 31 Mediator of Tennessee



LET'S FIND THE RIGHT HOME FOR YOU!

You are about to engage in, most likely, the biggest investment of your life. Finding the right real estate agent to represent your interests in this transaction is very important.

As an **Accredited Buyer's Representative (ABR)**, I have spent years learning all the "ins and outs" of helping buyers find the right home, getting through the process with the least amount of hassle and stress.

The real estate agent that lists a property represents the SELLER. A Buyer's Broker represents, YOU, the Buyer. As your Buyer's Agent, I will be with you every step of the way, looking out for your best interests.

I've been helping people buy homes since 1985, and would be happy to help you with this exciting adventure!



**Making Your
Dreams Come
True**

GETTING STARTED:

- First, we'll fill-out the Buyer's Broker Agreement together, which means, you are hiring me to represent you. Be sure to ask any questions as we go.
- I will *help* you find the right mortgage broker, but feel free to choose the one just right for you! Pre-approval is the best way to be prepared **BEFORE** you find the right house!

- Let me know what features are important to you in the home you'd like to find. And tell me if that changes as we go along.
- When we spend time looking at homes, give me feedback regarding your impression of each house, based on your specific needs and tastes.
- Attend open houses, making sure you let the agent there know you are represented by me, your Buyer's Agent. Give them my card.



Stay Connected!!

- Visit Realtracs.com or Realtor.com on the Internet to keep up-dated on the houses you are interested in. Tell me if you want brand new listings automatically emailed to you as they are listed on the market by signing up for my "**MLS Auto Search Program**".
- When you've decided on the right house, be sure to let me know the details of your situation in regards to when you can take possession, what closing date works for you, etc.
- While in negotiations, I will be responsible for representing you in the lawful way you would like to be represented. But, I will probably have numerous suggestions for you, specific to your situation. While negotiating the offer, be sure to communicate any special requests or voice any concerns.

- Always hire a home inspector, no matter what. I will provide a list of inspectors who have been recommended by former clients of mine.
- Think about the best way to negotiate any repairs that come up as a result of the home inspection. Asking the Seller to make any repairs to the house before closing puts you in the position of accepting the Seller's "way"



Win-Win

- of taking care of repairs. Most often, it is recommended to ask for monetary compensation from the Seller, equal to the amount both parties estimate the repairs will cost, *if* you believe the price you have already negotiated does not reflect the cost of necessary repairs. It's best if YOU, the Buyer, handle repairs the way you see fit after closing! (See my "Seller's Choice/Buyer's Voice Listing and Home Warranty Program" Brochure).
- Anticipate "Buyer's Remorse". This is a BIG purchase and it will seem overwhelming at times! Every buyer goes through it.
- Remember to set-up utilities at least 2 days before closing.
- Tell your friends and acquaintances about your new home! If they are in the market for a new home, please refer them to me. I will be happy to help.