



LESLIE TUPPER REALTOR®

BUYERS

A home is likely the single largest investment you will make.

Maximize Your Investment...Work with Leslie Tupper

- Financial Preparation: Pre-approval is crucial in an active market—pre-approval and pre-qualification are NOT interchangeable. When you are ready to buy, Leslie will make sure you are prepared.
- Lending Choices: Select a reputable and service-oriented lender with low rates and no junk fees—the lender you choose should have experience closing loans in your market. Ask Leslie for a list of dependable lenders with competitive rates.
- The First to Know: Fast access to new listings is your key to the right house at the right price—the most desirable listings sell within the first few days on market so Leslie performs several daily searches to inform you of properties newly marketed by all brokers through the multiple listing service.
- Preparing Your Offer: Understanding the market in the neighborhood is vital to making a successful offer—Leslie stays knowledgeable and up-to-date with current market trends and activity.
- Positioning Your Offer: Contingencies, inclusions, exclusions, price, and timeframes are just some of the factors in negotiating the terms you desire—comparable market analysis, motivation of buyer & seller, and other buyer activity around the house often affects the negotiation process. Leslie delivers sound advice and educated opinion to put your offer solidly on the table.
- Negotiations After An Accepted Offer: The building inspection and survey process in Missouri allows for buyer-initiated negotiations if unforeseen concerns about the house arise—Leslie is prepared to represent your interests with resolute integrity.
- Deadlines: Building and environmental inspections, termite inspection, survey, loan commitment and title work deadlines must be met prior to closing—Leslie will coordinate these contingencies and facilitate a smooth closing!

Buyer's Agency: Select the Best to Work for You

When you enter into buyer's agency, your agent must abide by a code of ethics and represent you in good faith, remaining loyal to your interests and protecting your confidentiality. Choosing an experienced, proactive buyer's agent makes a tremendous difference in the success, satisfaction, and financial outcome of buying an existing home or new construction, whether offered for sale through a broker or by owner/contractor. Select LESLIE to represent your best interests!



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Corporate Relocation

Partly because of her extensive relocation experience Leslie knows the essence of a smooth, successful relocation/move. She will quickly identify likely homes to consider, provide an accurate market analysis for a well-positioned offer, and offer a broad orientation to the community and the metro area.

Buying Investment Property

Lower interest rates and erratic stock market have motivated more buyers to purchase single and multiple family units as investment properties. Leslie will provide you with the market information you need to turn a competitive offer into a wise investment!

New Construction: What You Need To Know

Some new home shoppers believe they can save money and trouble by visiting new home displays on their own. That's a wrong assumption. An agent working for a builder can't provide a buyer the full range of services a buyer's agent can provide.

Contact Leslie to:

- review potential builders and new homes subdivisions
- find acreage/lot setting for your new home; recommend builders to build a fully custom home
- advise you on resale implications of your building decisions
- advise you on details to be decided prior to signing a builder's contract
- negotiate the offer
- investigate possible surcharges to change orders and addendums
- recommend inspections to be completed prior to closing on your new home
- represent you at the closing.