

Buyer Services

The Echols Team works with our buyer clients to understand their needs, the current market, and consult with them to find the best purchase in their price range and time frame.

We stay on top of technology, to help you get the best result you can; that means we work to get you the best property information in the fastest way possible and keep you informed of properties of interest to you. You'll always know what's available on the market. And, you'll always know what's going on in your sales transaction. We answer our phones and email.

Below are some of the services we provide to buyer clients:

-INDIVIDUAL BUYER CONSULTING: We consult with you to understand your needs, wants, and limitations in finding your next home

-MORTGAGE LOAN PRE-QUALIFICATION SUPPORT: We help you connect with reputable local mortgage lenders to determine your 'Buying Power' and price range, so you can obtain the required letter of prequalification

-MARKET CONSULTATION: We help you understand what kind of real estate market you are buying into and develop a strategy with you To Get the Home You Want in the Time You Want.

-SET UP AUTOMATIC PROPERTY SEARCHES IN THE AUSTIN MLS: Based on the criteria we have developed with you For Finding Your Next Home, we set up your own website with automated searches in the MLS to notify you of new properties, and provide you with listings for you to consider for showings. We encourage our buyers to drive the areas of interest at various times, to check the commute times, location of important services, and note anything they don't want.

-PROPERTY TOURS: Once you have identified the neighborhoods and properties of interest, we make appointments with Sellers and organize a tour to show you the properties, noting your likes and dislikes.

-COMPETITIVE MARKET ANALYSIS: When we find that 'Right' property, we do a Comprehensive Market Analysis, to identify the Market Price Trend in the neighborhood and where the property stands compared to comparable listings and sales in the area. We begin with our unique statistical market analysis, as every neighborhood has its own 'numbers story' to tell.

Using this analysis, and other factors, together we determine an Offer Price and Terms for the contract offer.

-CONTRACT PREPARATION: The ECHOLS TEAM develops with you a Strategy for the contract offer terms that we all believe will be Successful, even in a multiple offer situation. The ECHOLS TEAM prepares the offer, so the opportunity for the best possible agreement and transaction can be realized.

- NEGOTIATION ASSISTANCE: Often, contract offers are ‘Countered’ by the Sellers. We work with you and the listing agent to negotiate the best contract Terms and Conditions, given the constraints on all parties. Terry is a real estate Certified Negotiation Expert [CNE®].

-COORDINATION OF TRANSACTION TO CLOSING: The ECHOLS TEAM will provide you a detailed list of the main milestones of the transaction, highlighting activities you will need to take care of. We will work with you to obtain a property inspection and negotiate any repairs or other terms, during the buyer’s ‘option period’. We will maintain contact with you, the other agent, the lender, and the title company to ensure a smooth closing is achieved on time.

-REPRESENTATION AT CLOSING - The ECHOLS TEAM will provide you with professional services until you have the house keys in your hand. Prior to closing, we will review the preliminary closing forms from the title company and notify appropriate parties of any changes, to ensure a smooth closing. We are proactive in resolving problems and answering questions that can delay a closing. We will be with you at closing.

And, after you move in, we’ll stay in touch to see how you are doing, and schedule to come and see you in your new place. We have a number of resources on this website you can access to help you manage your property maintenance. And, we’ll only be a phone call or email away, in case you have other questions.