

Table of Contents

☑ How to Be a Smart Home Buyer - 42 Checklists

- Why Now?? 10 Questions to Ask Yourself Before Buying a Home Today
- 3+ Principles of Value to Remember When Buying a Home
- 22 Items to Consider When Shopping for a Neighborhood
- For Home Buyers Today: 11 Critical Issues to Consider When Negotiating the Purchase of Your Next Home
- 5 Key Questions and Answers About “Home Inspections”
- The Return on Investment for Home Improvements...4 Realities to Keep in Mind Before Investing Lots of Money
- 3 Key Questions and Answers about... “The Lead-Based Paint Disclosure” for Home Buyers
- 6 Keys to Getting a Smart Buy in Your Marketplace
- 5+ of the Most Common Hidden Defects in Real Property
- 5 Proven Checklists to Help Keep You on Track and Avoid Common Buyer Mistakes
- 5 Simple Steps to Becoming a “Smart” Buyer
- 6 Keys to Making You & Your Offer Look GREAT!
- 6 Truths About Today’s Marketplace That Will Help Any Buyer Be More Realistic
- 7 Questions a Buyer Should Ask an Agent Prior to Making Their Agent Selection
- 8+ Ways to Protect Yourself Against Unpleasant Surprises When Buying a Home
- 9 Issues to Consider BEFORE Buying a Condominium
- 10 Key Questions to Ask a Home Inspector Before Hiring One
- 13 Common Contingencies That Buyers Might Consider Putting into Their Offer to Purchase

- 13 “Don’ts” Every Home Buyer Should Know
- 14 Steps to Getting Yourself “In Shape” to be a First-Time Home Buyer
- 18 Steps Most Buyers Take to Buy Their Home
- 21+ Common Closing Costs for Buyers
- 23 Ingredients to Successfully Selecting a Contractor or Home Remodeler for Buyers
- 12+ Sets of Rules & Regulations Every Home Buyer Should Be Aware of Before Buying
- A Proven “3-Step Approach” to Selecting the Right Property
- Are You a Ready, Willing, And Able Buyer? 7 Critical Issues to Consider
- Attention Condo Buyers: 3 Warning Signs that Could Cost You Thousands of Dollars
- Before You Continue Your Pursuit of Buying Your Next Home...the “Big 3” Questions to Ask Yourself
- Do I Need an Agent When Buying a Home? 9 Critical Points
- Home Warranty Policy Checklist...for Buyers
- Location – Location – Location...7 Characteristics of an Economically Healthy Neighborhood
- Prioritizing Your Needs as a Buyer...30+ Home Buying Issues to Consider
- Searching for Your Next Home...11 Questions to Ask Yourself
- The Final “Walk-Through”...36 Items You May Want to Consider
- The Top 8 Reasons for Using a Professional Real Estate Agent
- The Top 10 Service Providers You’ll Want to Consider Using the Next Time You Purchase a Home
- Do I have a Valid and Enforceable Contract? 6 Essential Elements of Most Real Estate Contracts
- 9 Things Every Buyer Needs to Know About Title Insurance
- Buyer Goal Worksheet

- Getting Yourself “In Shape” to Buy Your Next Home
- The 5 Big Mistakes Most Home Buyers Make & How You Can Avoid Each One
- 5 Simple Steps to Buying Your Next Home That Could Save You Thousands of Dollars

☑ **How to Be a Smart Home Seller - 24 Checklists**

- 4+ Trends and Market Conditions That Might Impact a Property’s Current Value
- 3 Key Questions and Answers About... “The Lead-Based Paint Disclosure” for Home Sellers
- 3+ Sets of “Fair Housing” Laws for Home Buyers and Sellers
- Short Sale Checklist of Necessary Paperwork: 17 Key Items
- 5 Important Ingredients to Picking the Right Real Estate Firm to Represent You in the Sale of Your Home
- 5 Key Items to Minimize Unpleasant Surprises When Selling Your Home
- 6 Truths About Today’s Marketplace That Every Home Seller Needs to Know
- 7 Questions a Seller Should Ask The Agent Prior to Making An Agent Selection
- 7 Steps to “Safe Selling” That Every Home Seller Should Consider
- 8 Critical Issues to Consider When Negotiating the Sale of Your Home
- 12 “Don’ts” Every Home Seller Should Know
- Looking for an Agent? 15 Questions to Ask
- 18 Service Providers You Should Consider Using During the Home Selling Process
- 23 Items to Consider When Selecting a Contractor or Home Remodeler
- 12+ Sets of Rules and Regulations Every Home Seller Should Be Aware of Before Selling
- Are You a “Serious Seller”? Take This Quick Quiz to Find Out
- Caution ALL Home Sellers...Avoid Taking Advice From People Who... Top 10 List

- For Serious Sellers Only...The Top Dollar, Timely Sale, No-Hassle Plan...5 Simple Steps
 - Home Warranty Policy Checklist...For Sellers
 - How to Read Today's Market! 3 Simple Steps to Discovering Your Property's Market Value
 - Sellers Net...How Much Money Will Go Into Your Pocket?
 - Stop – Look – Listen...A Warning to ALL Home Sellers
 - Have I REALLY Sold My House? 6 Essential Elements That Most Real Estate Contracts Must Have to Be Valid and Enforceable
 - Seller Goal Worksheet
- ☑ **Getting a Loan...Financing & Money Matters to Consider - 18 Checklists**
- 7 Key Financial Matters That Matter Most AFTER You Buy a Home
 - The Money Game...5 “Street Smart” Tips Worth Remembering When Shopping for a Loan
 - The 5 Key Factors That Make Up YOUR Credit Score
 - 3 Proven Steps to Improve Your Credit Score
 - 3+ Characteristics of a Quality Lender
 - 5+ Key Components to Most Adjustable-Rate Mortgages
 - 5 Questions to Ask Yourself When Shopping for the Best Loan
 - 6 Ideas on “How to Buy a Home with Little or No Money Down”
 - 6 Items That Combine to Make Up Your Monthly Mortgage Payment
 - 6 of the Most Popular Mortgage Options
 - 9 Things Most Lenders Focus On When Evaluating a Property for Lending Purposes
 - 12 Things to Consider When Getting a Fixed-Rate Loan
 - 14 General Questions to Ask All Lenders
 - 26 Questions to Ask When Getting an ARM Loan

- Cash-Strapped? Down Payment Obstacles Can Be Overcome with Some Creativity!
 - Evaluating Yourself from a Lender's Point of View...5 Critical Areas to Consider
 - Home Loan Application Checklist
 - 5 Types of Mortgages that Will Help Save You Thousands
- ☑ **Pricing & Appraisal...What's the House REALLY Worth? - 14 Checklists**
- The 6 Often Overlooked Trends and Market Conditions That Measurably Impact Your Property's Value
 - The 4 Primary Bits of Data That Make Up a "CMA"
 - "Solds"...Plus 3 Other Critical Pieces to the CMA Puzzle
 - Challenge the Appraisal??? 6+ Key Ingredients
 - The Two (2) Most Essential Elements to "Reading" a Real Estate Market
 - The 3 Approaches to Value Used by Real Estate Appraisers and Which ONE is Normally the Best Indication of Value
 - 4 Characteristics of Value Every Seller Should Remember
 - 5 Reasons Why Pricing Your Home Correctly in the Beginning is So-o-o-o Important
 - 7 Things Every Consumer Needs to Know About a Real Estate Appraisal
 - 8 Different Kinds of Value and the One That Most People Care About...
 - 17 Things That Every Appraiser Considers When Comparing Your Property to Other Properties in the Marketplace
 - 22 Items to Consider When Shopping for a Neighborhood
 - Updated "X-Rays" Concerning the Value of Your Home
 - Have I Really Sold My House? 6 Essential Elements That Most Real Estate Contracts Must Have to be Valid and Enforceable

☑ **New Construction - 8 Checklists**

- 9 of the Most Common “New Construction” Mistakes Many Buyers of Custom Homes Tend to Make
- 6 New Construction Items You Might Need to Know
- Selecting Your “New Home” Builder...5 Checkpoints to Consider in the Selection Process
- 4 Keys to Choosing Your Site for New Construction
- 5 Things You Will Avoid if You Buy New Construction
- 19 Bits of Data That Will Help You Objectively Evaluate the Building Site
- Selecting a Winning Team to Build Your New Home...4 Questions You Need to Ask Yourself
- Should I Be My Own Contractor? 10 Critical Questions to Ask Yourself

☑ **Does Your House Look Its Very Best? - 14 Checklists**

- 4 Guidelines for Every Homeowner Trying to Fix Up Their Property to Sell
- 5 Important Guidelines to Follow When Your Home is Being Shown
- The 6 “C’s” of Merchandising – How to Get Your Home Market-Ready
- 13 Ways to Prepare Your Home for Showings
- 16 Key Items to Include in a “Home Book” That Will Catch a Buyer’s Eye
- 16 Steps to Get Ready for Your Open House
- A Final Checklist Before Buyers Visit Your Home
- Getting Your House Prepared for “Showtime”
- Preparing Your Home For Sale—Basement, Attic, Garage
- Preparing Your Home For Sale—General Interior Items
- Preparing Your Home For Sale—Kitchens & Bathrooms
- Preparing Your Home For Sale—Living Areas
- The 8 Interior Items That Buyers REALLY Notice
- Top 10 Exterior Items That Make Your Home Look its Best

☑ **Making the Move Easier...Attention to Details - 6 Checklists**

- Making Your Move Less Stressful...a Checklist to Make Sure Things Get Done: Things to Do ASAP After Deciding to Move
- Things to do 30-60 Days Before the Move
- Moving Checklist for Buyers
- Moving Checklist for Kids
- Moving Checklist for Pets
- Moving Checklist for Plants

☑ **For Sale by Owner - 26 Checklists**

- 4 Characteristics of Value Every "For Sale by Owner" Should Remember
- 5 Things Every "For Sale by Owner" Should Know About the Appraisal of Their Home by the Buyer's Lender
- If You are a "For Sale by Owner" the 5 Checklists Most Real Estate Agents Use to Help Sellers Get Their Home Ready to Look its Best
- 7 Things Every "For Sale by Owner" Needs to Know About a Real Estate Appraisal
- "For Sale by Owner"...8 Interior Items That Buyers REALLY Notice
- If You Are a "For Sale by Owner"...17 Service Providers You Should Consider Using During the Home Selling Process
- "For Sale by Owner" Alert! 12 Common Clauses Buyers Might Include in Their Offer to Purchase
- 12 Key Ingredients to Successfully Selling Your Home Without Using the Services of a Real Estate Professional
- Are You a "For Sale by Owner"? 17 Things That Every Appraiser Considers When Comparing Your Property to Other Properties in the Marketplace
- "For Sale by Owner"...Create a "Home Book" That Will Grab a Buyer's Attention

- “For Sale by Owner”: If You Want Top Dollar...
- “For Sale by Owner”: Getting Your House Ready to Show
- “For Sale by Owner”...Grab the Buyer’s Attention With a Great Home Feature Sheet
- “For Sale by Owner” How to Sell Your Own Home
- Open House Tips for “For Sale by Owner”
- “For Sale by Owner” Preparing Your Home For Sale—Basement, Attic, Garage
- “For Sale by Owner” Preparing Your Home For Sale—General Interior Items
- “For Sale by Owner” Preparing Your Home For Sale—Kitchens & Bathrooms
- “For Sale by Owner” Preparing Your Home For Sale—Living Areas
- The Top 10 Exterior Items That Make Every “For Sale by Owner” Home Look its Best
- Updated “X-Rays” Concerning the Value of Your Home...A Simple Feedback System to Help Every “For Sale by Owner” Realize Their Goals
- If You Are a “For Sale by Owner”...12 Sets of Laws, Rules, and Regulations You Should Be Aware of BEFORE Selling Your Home
- If You Are a “For Sale by Owner”...10+ Costs That You Might Need to Factor Into Your "Seller Net" Equations
- “For Sale by Owner”...Is Your Buyer Qualified?
- “For Sale by Owner” 6 Essential Elements That Most Real Estate Contracts Must Have to be Valid and Enforceable