



THE VALUE OF A BUYER'S AGENT

When you hire The Hawaii Team to represent you as a home buyer, not only do you get years of expertise in the market, but you get undivided, concierge-level service to ensure a smooth and successful home-buying experience.

EDUCATION & KNOWLEDGE

We make sure you become knowledgeable about the process, key terms, and potential challenges in the home buying journey.

ADVICE, INSIGHT & ONGOING CONSULTATION

We offer ongoing consultation and insight about property specifics and even broader concepts about the real estate market.

ACCESSIBILITY & AVAILABILITY

We are always accessible and available. Whether you need a simple question answered, or you need to see a new listing right away - we will make it happen. *Your schedule becomes our schedule!*

RESEARCH

We will track down information to make sure we give you complete and detailed information. We will do the research with city or county building departments, reach out to the HOA, or whatever it takes!

STRATEGY & PLANNING

We meet with you to develop a buying strategy - which means discussing financing options, crafting winning offers, and planning for bumps in the road.

FINDING THE RIGHT PROPERTY

After assessing what you need in a property, we tap into *all* our resources - whether it's technological resources or personal connections. Our goal is to find the right property at the right price and in the right location.

MAKING OFFERS

Preparing and presenting a winning offer for a property is one of the most important roles we play as your agent. This is detail-oriented work that must be precise. Timelines are strict and a very particular protocol must be followed in order to have a successful offer and ultimately a successful sale.

NEGOTIATIONS

As experts in the market, we can assure you on what points may be negotiable, and we work on your behalf to get the best possible outcome.

FINALIZING AN OFFER

After successful negotiations, we make sure everyone involved - escrow, title and lender - gets the proper documents complete and on time.

MANAGING THE TRANSACTION

Managing the final transaction is no easy task because of all the moving parts. We ensure everyone in the transaction is doing their job and handling their respective responsibilities and will meet the deadlines.

INSPECTION PROCESS

This process can be very involved and we often spend a tremendous amount of time sorting out the details on your behalf. We coordinate schedules with contractors and specialists and make sure it fits within the contractual time frame.

REPAIRS

The inspection may indicate issues that seem alarming, but with our experience we help you understand the issues that are easily handled, what needs to be addressed by the seller, and what needs further consideration.

APPRAISALS

We ensure the appraisal complies with financing and appraisal contingency timelines in the contract. If the report comes back with things to be addressed, we determine what is needed to help resolve the issue.

MANAGING TITLE & ESCROW

We make sure you know who will be reaching out to you and explain the information they will be asking for. Because this step is critically important, we review a draft copy of the settlement statement before going to closing.

MANAGING THE WALKTHROUGH

During the walkthrough, we advocate for you and make sure issues get resolved. Our concierge-level service means we assure that the home you purchase is as promised by the seller.

MANAGING THE CLOSING

On the big day, we ensure you get everything you need to access your new home. Also, we ensure that any issues that were uncovered at the walkthrough have been addressed or will be addressed before you sign closing documents.

POST CLOSING ISSUES

Even after the closing, we are working on your behalf. We know just who to call to help you with anything at your new home. We have a network of trusted service providers and are happy to refer you.

FOLLOW-UP, FOLLOW-UP, FOLLOW-UP

Our job in representing you, the buyer, is to make sure everyone else does their job. This is an all-consuming task that really never ends as following-up is the core component of our job. This continues well past closing day!

RELATIONSHIPS

When it comes to buyer representation, it is about having good relationships to help get things done. A buyer's agent who is well respected and a highly regarded professional to work with has clout with listing agents and can help put transactions together for their buyer.

