



Alex S. Watkins, Mortgage Master 704.554.8100.104 www.AlexWatkins.com



Protect Yourself and Your Home Use My Pre-Approved Buyer 'Security Screen'

Pre-approve Buyers BEFORE They See your Home

Do you know who the voice is on the phone saying he wants to look at your house?

Wouldn't you like to know who they are and more importantly, whether they are qualified to actually buy your home?



Better safe than sorry is the rule of thumb here. Be sure exactly who is viewing your home. By agreeing to allow me to pre-approve your potential buyers, you have a verifiable record of who is entering your home as a 'potential buyer.' My pre-approval of your potential buyers includes:

- ✦ A credit report detailing name, addresses, phone numbers, and verified social security numbers. Although the credit report is not available to you, my analysis of it can keep unqualified buyers from wasting valuable time
- ✦ An analysis of the potential buyer's income and debt-to-income ratios to insure they are qualified to buy at your price point.
- ✦ A Pre-approval letter to the potential buyer with a copy to you to acknowledge the buyer has been qualified for your home.
- ✦ Detailed mortgage loan program counseling to assure both you and the buyer there is a loan program tailored to meet their needs.
- ✦ Good Faith Estimates to show cash needed to close. With this level of detail, I can determine not only what down payment the potential buyer wants to make, but also what the source of the down payment is.
- ✦ Availability to Serve. I am committed to serving my FSBO clients as well as their buyers during the week AND on the weekends when much of the real sales activity occurs!