

The Real Estate Team

It's important to have a dynamic team that works together to keep the transaction smooth. Communication between all parties is crucial. Here are key members of the real estate team:

Transaction Coordinator (Buyer & Seller)

- They will be your primary contact from contract to close, and will reach out as soon as we have a contract.
- They handle: paperwork, collecting signatures, identifying and keeping key deadlines, monitoring contingencies.

Closer, Title Company or Attorney (Buyer & Seller)

- In Florida, they work on behalf of both Buyer and Seller to close the transaction. They will reach out as soon as we have a contract.
- In Palm Beach County, the Seller typically picks the company and pays for owner's policy and charges.
- In Martin County, the Buyer typically picks and pays.
- They handle: paperwork related to transferring title, including checking permits, title search, lien search, etc.

Loan Officer, if Buyer is Financing with a Loan (Buyer)

- They will be in communication with the Buyer. Their processor and underwriter may also reach out to gather information as we move through the loan process.
- They handle: gathering information for loan approval, appraisal scheduling and meeting all financing contingencies.

Home Inspector (Buyer)

- They will be hired by the Buyer to conduct the home inspection.
- They handle: inspection and inspection report. They can also arrange all sub-inspections, as needed: termite, well, septic, pool, wind-mit and/or 4-point for insurance.

Homeowner's Insurance Agent (Buyer)

- They will be hired by the Buyer to insure the home. A good agent will shop for the lowest rates that also have the best coverage.
- It is important to get a quote as soon as we get a contract, as insurance must be in place for a lender to clear the loan to close.