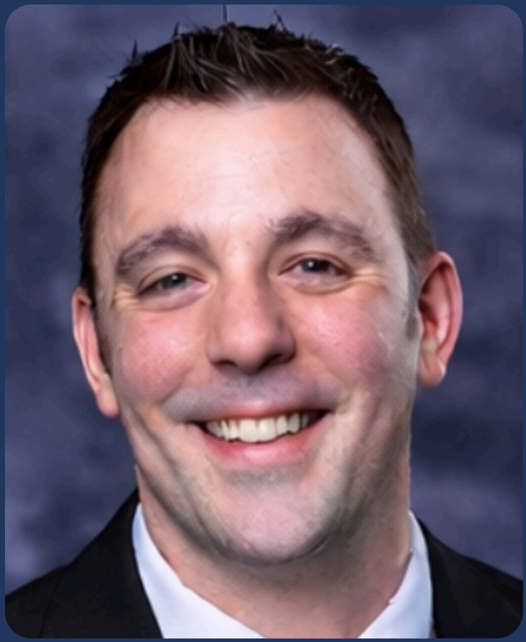
RE/MAX ONE · MASSACHUSETTS & RHODE ISLAND

The Buyer Packet



Everything you need to buy with confidence — how lending works, how we find homes, what makes a winning offer, and every step from contract to keys.

Vasilios Papastathopoulos
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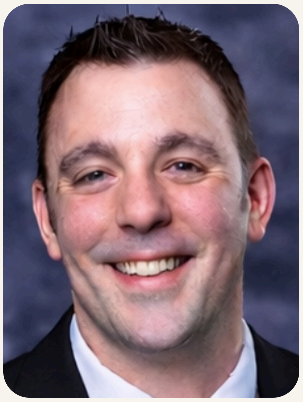
My first-week promise

Day 1	Your custom search goes live
Within 24 hrs	Lender intro, so you know your real number
This week	First tours, around your schedule
Every Friday	A quick update, even when it's quiet

Prepared for: ______________________



YOUR BUYER'S AGENT

Vasilios Papastathopoulos

Top-producing agent · RE/MAX ONE · Licensed in MA & RI

"I explain everything before I ask you to sign anything. I bring the data and the strategy — and the results to back it up."

50+
Google reviews, all 5-star

7 yrs
Full-time in real estate

2025
Million Dollar Club

1,348
RE/MAX ONE closings in 2025

Where I work

Milford · Hopkinton · Upton · Mendon · Bellingham · Franklin · Uxbridge · Northbridge · Sutton · Douglas · Worcester · Leicester · Northborough · Ashland — and northern Providence County, RI (Woonsocket, Cumberland, Lincoln, North Smithfield).

Who I help

- First-time buyers who want every step explained
- Move-up buyers timing a sale and a purchase
- Relocation buyers moving in from out of state
- Investors buying multi-families and rentals

My edge: creative tools for you

- **Owner outreach:** letters and calls to homes on your streets, even ones not for sale
- **Early access:** coming-soon homes before they hit Zillow
- **Rate-checked loans:** your approval compared for better terms
- **Credits over cuts:** seller credits that lower your cash to close
- **Offers that stand out:** a clean package, and your lender calls the listing agent
- **Buy now, rent later:** homes picked to work today and as a rental later

Training & credentials

MA license 424476-RE-LC · RI license REB.0018605 · Continuing education: Handling Multiple Offers · From Contract to Closing · Performing Quality BPOs · Educating Sellers · Fair Housing · Implicit Bias & Cultural Competency · Lead Hazard Awareness · NAR Ethics in the Age of Disruption · Reverse Selling consultative sales training

★★★★★

"Vasilios helped my fiancé and I buy our first home, and we give him our highest recommendation to anyone looking for a realtor!"

Thomas Goodrich · first-time buyer

★★★★★

"...there wasn't any skirting around the topic — he gave it to me straight."

Michael Valente · buyer

★★★★★

"When we had questions he had answers, and if he didn't know, he found out in a timely manner."

Cody Ghiz · buyer

YOUR ROADMAP

Eight steps from today to your keys

You never have to know everything at once — just what happens next. Here's the whole path.

1 Consultation

We set your goals, budget, timeline, and must-haves. You sign the buyer agreement.

You: Bring questions and your wish list.

2 Pre-approval

Lender review, loan program, rate-check, down payment assistance search.

You: Send lender documents quickly.

3 Home search

Custom MLS search plus coming-soon, off-market, and new construction.

You: Confirm showings; grade every home.

4 Market read

Comps, days on market, list-to-sale, months of inventory for your area.

You: Tell me what you're seeing and feeling.

5 Offer research

I call the listing agent: offers in hand, deadlines, seller's needs.

You: Decide your comfort number.

6 Offer & negotiation

Price, deposit, contingencies, credits, and date — packaged to win.

You: Sign the offer; lender verifies you.

7 Contract to close

Inspection, P&S, appraisal, mortgage commitment, title, insurance.

You: Lock insurance; no new credit.

8 Keys & beyond

Final walkthrough, closing, then vendor list and yearly value updates.

You: File your Homestead; enjoy the house.

Get the money right first

A strong, verified pre-approval makes you a stronger buyer, and sellers can tell the difference.

Loan	Min. down	Good fit for	Max seller credit*
Conventional	3% – 20%+	Solid credit; PMI drops off at 20% equity	3% / 6% / 9% by down payment
FHA	3.5%	More flexible credit and debt ratios	6%
VA	0%	Eligible veterans and service members	4% (plus normal closing costs)
USDA	0%	Eligible areas, income limits apply	6%

*Conventional: 3% with under 10% down, 6% with 10–25% down, 9% with over 25% down. Always confirm with your lender.

How we do financing

- We review every loan option, including MA/RI grants, down payment assistance, and first-time buyer programs (MassHousing, RIHousing, local programs).
- Once you're approved, we rate-check across lenders. You pick the lender.
- Your lender verifies W-2s/1099s, bank statements, and assets up front.
- Your lender calls the listing agent to confirm you're strong.

Protect your approval until closing

- **Don't** open or close credit cards or loans
- **Don't** buy a car, furniture, or appliances on credit
- **Don't** change jobs or pay structure
- **Don't** move large sums or make cash deposits without a paper trail
- **Don't** co-sign for anyone
- **Do** pay every bill on time — and call your lender before any financial change

The one question that covers it: **"What price has your lender told you not to go above?"** Then we set the number that actually feels right to you.

YOUR NUMBERS

Payment first, price second

Nothing gets written until the monthly payment and the cash to close both work for you.

Monthly payment worksheet

Target purchase price ____________________

Down payment (%/$) ____________________

Loan amount ____________________

Principal & interest ____________________

Property taxes / mo ____________________

Homeowners insurance / mo ____________________

PMI (if any) ____________________

HOA / condo fee ____________________

Total monthly payment ____________________

My comfort number ____________________

Cash to close worksheet

Deposit(s) — credited back ____________________

Down payment ____________________

Lender & title fees ____________________

Attorney & recording ____________________

Prepaid taxes & insurance ____________________

Inspections ____________________

Seller credit (–) ____________________

Estimated cash to close ____________________

Moving & move-in budget ____________________

~$6,000+

Typical starting closing costs, conventional loan

~$7,000+

Typical starting closing costs, FHA / government loan

+ reserves

Lenders escrow taxes up front — e.g. $5,000/yr taxes ≈ $3,333

Credit beats discount: instead of asking $7,500 off the price, we may ask for a $7,500 credit toward your closing costs — often more cash in your pocket on day one.

See the whole market, not just Zillow

Public sites show what everyone else already sees. You get the rest.

Where your homes come from

- Custom MLS search, sent the moment homes hit
- Coming-soon listings before they go public
- Expired and withdrawn listings still open to a deal
- Agent-to-agent and pocket listings
- New construction and builder contacts
- Letters and calls to owners on your target streets

The five-point filter

1. **Location** — first, always
2. **Price vs. payment comfort**
3. **Condition** you can live with
4. **Market leverage** — how hard do we compete?
5. **Exit** — how easy is it to sell later?

Fails one? We don’t force it. Checks most? We move with confidence.

Home grading sheet

Rate 1–5	Home 1: ________	Home 2: ________	Home 3: ________
Location / street			
Layout & flow			
Kitchen			
Bathrooms			
Condition / updates			
Systems (roof, heat, water)			
Yard & parking			
Price vs. payment			
Would we offer? At what price?			

Touring standards: confirm every showing (unconfirmed times may be cancelled) · bring the grading sheet · everyone on the loan tours before an offer · after each home I'll ask: "What would you offer, and what led you to that number?"

HOME TOUR CHECKLIST

What to look at in every home

Bring this to every showing. Five minutes with it now can save you thousands later.

Address: ________________________________ **List price:** ____________ **Date:** _________

Outside

- ☐ Roof: missing or curling shingles, sagging lines
- ☐ Gutters and grading slope water away from the house
- ☐ Foundation: cracks wider than a pencil, bowing walls
- ☐ Siding, trim, and windows: rot, peeling, fogged glass
- ☐ Driveway, walkways, and steps
- ☐ Yard, drainage, and any standing water

Inside

- ☐ Water stains on ceilings and under sinks
- ☐ Floors: soft spots, slopes, or squeaks
- ☐ Doors and windows open, close, and lock
- ☐ Outlets and switches work; any two-prong outlets
- ☐ Smells: musty, smoke, pets, or heavy air freshener
- ☐ Water pressure and hot water at a faucet and shower

Basement and systems

- ☐ Moisture, efflorescence (white residue), sump pump
- ☐ Heating system type and age (sticker or plate)
- ☐ Water heater age; A/C type
- ☐ Electrical panel: breakers, not fuses
- ☐ Septic or town sewer; well or town water
- ☐ Oil tank location (buried tanks need a closer look)

Neighborhood and fit

- ☐ Traffic and noise, now and at rush hour
- ☐ Cell signal inside the home
- ☐ Commute and school distance
- ☐ What's on the street: upkeep, parking
- ☐ Room for your furniture, cars, and plans
- ☐ Would this sell easily later?

Gut check (1–10): _____ **Best thing:** ____________________ **Deal-breaker?** ____________________

Questions for Vasilios:

____

READING THE MARKET

The data tells us how hard to push

We look at your price range and your streets — not national headlines.

1–3 months

Seller's market

Multiple offers and fast sales. Terms and speed win.

4–6 months

Balanced market

Room to negotiate on both sides.

7+ months

Buyer's market

Credits, repairs, and price reductions.

Months of inventory = active listings ÷ homes sold per month

What we track for you

- Active, pending, and sold homes in your price band
- Average days on market — a week means fierce competition; 60–90 days means leverage
- List-to-sale price ratio — are homes going over, under, or at asking?
- What buyers are getting: credits, rate buydowns, repairs, warranties
- Price history — is this home fairly priced or inflated?

Your market snapshot

Town / area ____________________

Price range ____________________

Active listings ____________________

Sold last 30 days ____________________

Months of inventory ____________________

Avg. days on market ____________________

List-to-sale ratio ____________________

Our strategy ____________________

On timing: rates make the headlines, but competition is what usually changes payments. It isn't about timing the market perfectly — it's about positioning yourself well within it.

WHAT MAKES A GREAT OFFER

Price is only one of five parts

Winning offers aren't always the highest. They're the best-informed and the cleanest.

1
Price
Built from comps, days on market, showings, and competition.

2
Deposit
Shows you're serious — structured to limit your exposure.

3
Contingencies
Inspection, mortgage, appraisal: your right to buy, not the obligation.

4
Closing costs
Credits and strong vendors that cut your cash to close.

5
Closing date
The right date can be worth more to a seller than $5,000.

Before we write, I find out

- How long it's been on the market, and how many showings
- Offers in hand? Is there a deadline?
- Why the seller is moving — and when they need to
- Are they buying another home? Need a rent-back?
- Personal property staying (furniture, appliances, the boat)
- What would get an offer accepted today

How your offer is presented

- One clean PDF with a cover summary of your terms
- Pre-approval or proof of funds attached
- I call the listing agent to walk them through it
- Your lender calls to confirm you're strong
- We follow up — that's where deals get decided

The Stacking Effect: strong price + clean terms + a fast timeline + solid financing + clear communication. Stack small advantages and you beat higher offers.

Your dials: protection vs. competitiveness

Inspection

Choice	Meaning	Risk
Full	Negotiate or walk away	Low
Info only	Inspect, walk if needed; no repair asks	Medium
Waived	Accept the home as-is	High

Appraisal

Choice	Meaning	Risk
Full	Renegotiate if value is low	Low
Gap	You cover a set amount	Medium
Waived	You cover any shortfall in cash	High

Appraisal gap example: offer $350,000, appraisal $340,000 → you agreed to cover up to $10,000. If the gap isn't needed, that money stays yours. The bank lends on appraised value, not contract price. **Escalation clause:** automatically beats competing offers by a set amount, up to your cap.

Offer worksheet

Property ____________	List price / days on market ____________
Offer price ____________	Escalation cap (if any) ____________
Deposit at offer / at P&S ____________	Inspection: full / info / waived ____________
Appraisal: full / gap $ / waived ____________	Mortgage commitment date ____________
Seller credit requested ____________	Closing date ____________
Offer deadline ____________	Personal property included ____________

Max I'm comfortable with: ____________ Monthly payment at that price: ____________

UNDER CONTRACT

Once it's signed, every date is live

Missing a single deadline can put your deposit at risk. I track every one.

Offer accepted	Inspection	P&S signed	Mortgage commitment	Final walkthrough	Closing
Offer to Purchase signed, first deposit	Usually 7–10 days	About 10–14 days, second deposit	About 30–45 days	24–48 hrs before closing	Keys!

Typical Massachusetts timing — your contract sets the exact dates. In Rhode Island, one Purchase & Sale Agreement is usually signed from the start.

Your job

- Attend the inspection
- Send lender documents the same day they're asked for
- Line up homeowners insurance early — lender needs the binder
- Keep your finances frozen (see page 4)
- Review disclosures and reports with me

My job

- Track inspection, mortgage, and closing deadlines
- Coordinate lender, attorney, inspector, and title
- Review the report with you and negotiate the fixes
- Prepare comps if the appraisal comes in short
- Weekly updates until you have keys

Inspection expectations

Inspectors are paid to find things — even new construction comes back with a list. Older homes don’t have to meet today’s code unless a permitted renovation required it. We skip cosmetics and focus on **health, safety, and structure**. After the report you can: **1)** ask for a price adjustment, **2)** ask for a credit at closing, **3)** ask the seller to fix specific items, or **4)** walk away before the deadline. Any fix needs both sides to agree. Add-ons we may recommend: septic (Title 5), well water, radon, lead paint (pre-1978), pests.

From clear-to-close to your keys

Before closing day

- **Closing Disclosure** arrives ~3 business days before closing — acknowledge it right away or closing can slip
- Wait for my confirmation of the final number before you get funds
- Bring a bank check, certified check, or wire. No personal checks
- **Wire fraud warning:** always call our office to verify wiring instructions by phone before you send a dollar
- Everyone on the loan or title signs in person; bring photo ID

Final walkthrough checklist

☐ Home is in the condition it was at inspection

☐ Agreed repairs done — receipts in hand

☐ All appliances and personal property that are supposed to stay are there

☐ Heat, A/C, water, lights, and outlets work

☐ No leaks under sinks or in the basement

☐ Keys, garage remotes, codes, and manuals left

☐ Seller's belongings and trash removed

Vendor list

Painters, plumbers, electricians, movers, cleaners — the people I use myself.

Every year

A home value and equity update so you always know where you stand.

Anytime

Homestead filing, refinance timing, renovation or rental questions.

Your trusted team

Role	Who I work with
Lenders	Dina Papantoniou (CrossCountry) · Kathryn Acciari (New Fed) · Steven Liedell (HFG) · Juan Palacio (LMP Financial) · Jason Silva
Attorneys	Melissa Gaboury (Hornung & Scimone) · Michael Robbins (Crowley & Cummings) · Sean D. Elliott (RI)
Inspectors	Tiger Inspections · RJ Home Inspections · JMR Inspections
Home services	Grant's Septic · Curtis Septic · Cornerstone Plumbing · 39 Services · Goal Home Cleaning · Gallo Moving

You're always free to choose your own providers. Contact info for each is on my full vendor sheet — just ask.

The buyer agreement — plain English

Why there's an agreement

Since August 2024, agents must have a written agreement with a buyer before touring homes together. It gives you a professional with a legal duty to put **your** interests first: loyalty, confidentiality, full disclosure, and real negotiation. Without it, I can open doors. With it, I can advocate.

How I'm paid

My compensation is agreed up front, in writing — no surprises. In every offer I ask the seller to cover it, and most sellers do. The rate in the agreement is the most I can earn, not a guarantee. If a seller won't cover it, we talk before we ever write the offer.

Three agreements in every sale: the listing agreement (seller ↔ their agent) · the buyer agreement (you ↔ me) · the purchase contract (you ↔ the seller).

30 things I do behind the scenes

1. Initial consult on your goals
2. Lender intro and rate-check
3. Custom MLS alerts
4. Off-market and coming-soon research
5. Tour and grade homes
6. Comparable sales analysis
7. Offer strategy before you sign
8. Draft and present the offer
9. Negotiate price and terms
10. Review disclosures with you
11. Schedule inspections
12. Septic, well, radon add-ons
13. Negotiate repairs or credits
14. Monitor your loan
15. Track the appraisal
16. Work with your attorney on dates
17. Track every contract deadline
18. Resolve title or permit issues
19. Keep the seller's side moving
20. Prep your final walkthrough
21. Check the Closing Disclosure
22. Attend the walkthrough
23. Coordinate keys and utilities
24. Be at closing (or on call)
25. Closing gift and homeowner tips
26. Contractor network access
27. Preferred movers and pros
28. Yearly home value updates
29. Tax-season check-in
30. A lifelong real estate advisor

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