



PAM POTTS

REALTOR® | REALTY ONE GROUP LANDMARK

TRUSTWORTHY • RESPONSIVE • KNOWLEDGEABLE

BUYER GUIDE

Get Pre-Approved

Don't just get pre-qualified, get a written pre-approval from a reputable lender. This gives you a clear budget, locks in your buying power, and makes sellers take you seriously. I connect buyers with trusted local lenders.

Understand the Market

Every neighborhood is different. Are homes selling in days with multiple offers, or sitting for weeks? I provide local market snapshots.

Define Your Must-Haves

A clear must-have vs. nice-to-have list keeps us focused so you don't waste time or second-guess in a fast market. I'll help you prioritize based on lifestyle, not just square footage.

Work with a Trusted REALTOR

Anyone can open a door. A great REALTOR protects you from pitfalls, catches red flags, and negotiates to save you thousands. I'll walk you through contracts line by line.

Make a Strong Offer

Price matters, but terms win deals. I craft offers that highlight your strengths like timing, financing, flexibility, so you stand out even against higher bids.

Escrow

Deposit escrow money and complete the loan process within the contract timeline. I'll keep everyone accountable so deadlines are never missed.

Inspection & Appraisal

These protect your investment. I connect you with trusted inspectors and guide repair requests to keep deals alive. If you're getting a mortgage, the appraisal is ordered. Once it clears, you'll get your "clear to close."

Closing Day

My role is to keep all the moving pieces on track: lender, title, insurance, and utilities.



*Instant property alerts!
Send me your email to
sign up free.*

SELLER GUIDE

Prepare Your Home

First impressions sell. I'll walk through with you and give a prioritized list of small updates, like paint, lighting, curb appeal, staging, that bring the biggest return.

Set the Right Price

The first 3–5 weeks are critical. I'll create a pricing strategy that attracts strong buyer interest right away so your home doesn't go stale on the market.

Market Effectively

A sign in the yard isn't enough. You'll get the photos your property needs, social media exposure and the reach of all home website searches.

Showings & Feedback

Flexibility matters. I'll schedule efficiently with your help keep the home show-ready, and I will provide quick buyer feedback so we can adjust before momentum is lost.

Negotiate Offers

Highest price isn't always the best deal. I evaluate financing, contingencies, and terms so you accept the strongest offer, then negotiate to protect your bottom line.

Inspection & Appraisal

These can make or break a deal. I prep you for common issues, coach you on where to stand firm, and guide you through contingencies to keep the deal moving.

Closing Day

From title to final walk-through, I coordinate every detail so closing feels smooth. You'll get a clear move-out checklist to make your next step stress-free.

REACH ME



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