



# Buyer Guide

It's your move.

I'll help you make it.



**BERKSHIRE  
HATHAWAY**  
HOMESERVICES

SUN VALLEY  
PROPERTIES

ROBIN CHRISTENSEN



# WHAT IS A BUYER'S AGENT?

Working as your representative, my job as your buyer's agent is to make the journey of purchasing a home a seamless and ultimately enjoyable experience. Leveraging my network, expertise and resources will be invaluable to you as we navigate the complexities of your real estate transaction.

Challenges are a part of any transaction, and with my market experience, I will address any issues that arise, providing solutions to keep the process moving forward to help you achieve your goal. I am committed to guiding you through the complex process and executing on all the tasks that go into purchasing property in the Sun Valley area.

My priority is to make your home-buying journey not just a transaction, but a memorable and well-informed decision-making process. I understand that purchasing a home or land is a significant milestone, and I am here to represent your best interests every step of the way.

One of the key aspects of your journey is establishing a buyer-agent relationship that will allow me to work exclusively for you throughout the entire process. This buyer representation relationship comes with a set of protections that are designed to safeguard your interests. This guide is designed to illustrate the services and value that you can expect from me throughout the process as we move through the various stages of purchasing property.

Thank you for allowing me the opportunity to represent you.



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## AN ABBREVIATED LIST OF THINGS A BUYER'S AGENT DOES TO ENSURE A SUCCESSFUL TRANSACTION

1. We meet for a buyer-agent consultation
2. Collect market data and recent comparable sales in neighborhoods buyer is interested in
3. We will complete a buyer questionnaire to understand buyer's needs and objectives
4. Research off-market opportunities beyond the listed inventory
5. Create a collection of properties that fit the buyer's criteria
6. Agree on the best communication plan
7. Select properties to visit based on buyer's criteria
8. Study market-wide data for broader trends and patterns
9. Set up and coordinate showing appointments with listing agents
10. Learn relevant details of the properties shown
11. Attend broker tours to view inventory
12. Take advantage of connections to stay on top of market drivers and trends
13. Ensure that buyer is meeting with lender(s) for pre-approval
14. Communicate with agents who have listings that fit with buyer's criteria to learn more about specific patterns and trends
15. Provide objective advice about the pros and cons of different properties
16. Prepare a detail Comparative Market Analysis (CMA)
17. Understand the current condition of properties for negotiation purposes
18. Advise buyer on potential offer strategies that reflect current market conditions and property conditions
19. Help buyer obtain relevant HOA documents
20. Review all transaction documents in advance of writing any offers
21. Review all forms and documents associated with listings, and ask for more as needed
22. Coordinate access to the property, as needed
23. Coordinate meetings with experts and vendors to discuss any improvements that may need to be made to the subject property
24. Monitor changes in the market during the time that buyer is actively search for properties
25. Explain the buying/offer process and timeline
26. Agree on a proper offer and then prepare said offer
27. Notify the listing agent that an offer is being submitted
28. Advise and strategize with buyer on counteroffer responses
29. Negotiate terms from price to conditions to contingencies
30. Notify buyer of all responses and contracts from listing agent/seller
31. Assist buyer with the review of all components of the final contract, including disclosures, pre-qualification letters, wiring instructions and more
32. Coordinate the signing appointment with the appropriate title company
33. Facilitate the deposit of earnest money and down payments
34. Create and execute closing timeline and transaction review
35. Maintain close and clear contact with all parties through the due diligence steps and up until closing
36. Share all necessary documents regarding the transaction with buyer and, if needed, attorneys
37. Coordinate and confirm inspection
38. Coordinate and confirm that the appraisal has been received
39. Confirm that loan approval has been received
40. Coordinate final walk-through and address any last-minute issues
41. Remind buyer to order home warranty, homeowner's insurance, and set up utilities
42. Request final closing figures from the agent or title company, whichever is applicable
43. Review closing figures and contracts together
44. Facilitate closing and confirm recording of deed
45. Ensure the transfer of keys and that property is accessible

# A Guide to Purchasing Real Estate

I. Timeline of the Homebuying Process

II. My Services as Your Buyer's Agent

III. The Buyer Representation Agreement

IV. The Buying Process (Expanded)

A. Defining Your Interests

B. Establishing Your Financial Capability

C. Finding the Right Property

D. Making the Offer

E. Navigating the Contract Process

F. Preparing to Close

G. Welcome Home!

V. Other Sun Valley–Area Resources

VI. About Me



# I.

# TIMELINE OF THE HOMEBUYING PROCESS

## **PHASE 1**

### **INITIAL CONSULTATION**

Establish your wants and needs for your new property, including your timeline for purchase.

Review the Buyer's Representation Agreement, establishing agency, compensation options, and legal representation.

Become educated on the market, including an overview of current market conditions, competition and inventory levels, and other factors that will impact your purchasing process.

Create a custom search strategy based on your timeline, interests and budget.

Establish your preferred methods and frequency of communication to ensure that you are kept informed of the buying process every step of the way.

## **PHASE 2**

### **GET PRE-APPROVED BY A MORTGAGE LENDER (IF NEEDED)**

Decide on 2-3 lender partners who can help get you pre-approved to purchase property.

Confirm your budget and mortgage options.

Obtain mortgage pre-approval/pre-qualification letter.

## **PHASE 3**

### **SEARCHING FOR PROPERTIES**

Explore the market(s) that you have targeted for your home/land.

Set up your search parameters and alerts so you stay as up-to-date as possible on listings that fit your needs.

Alert you to in-office properties before they hit the open market.

Set up Property Tours, accompany you at Open Houses as needed, and explore new construction.

Find the property that fits your parameters.

## **PHASE 4**

### **CONTRACTS AND NEGOTIATIONS**

Prepare an offer to purchase, in contract form, based on comparative market research, budget, contingencies and any additional strategies.

Provide guidance on creating a competitive offer that attempts to create a win-win scenario that appeals to the seller while accomplishing your goals.

Discuss, negotiate and include the necessary contingencies, such as home inspections, appraisals and financing.

Submit the offer to the cooperating listing agent, and negotiate all the necessary terms in an attempt to reach mutually acceptable terms, always with buyer's input agreement.

Arrange for the Earnest Money Deposit, offering you the secure means to transfer the agreed-upon Earnest Money amount to the agreed-upon Title Company. (This is typically 3% of purchase price, though that number is negotiable.)



## **PHASE 5 UNDER CONTRACT**

Schedule the home inspection, usually within 3-10 days of going under contract. There is an out-of-pocket cost associated with the inspection, typically paid by the buyer.

Negotiate repairs within the established timeline for closing.

Secure the Title Report, usually within 1 week of going under contract.

Order the appraisal once the home inspection is completed. This cost is often split by the buyer and seller, though that is negotiable.

Confirm that the home qualifies and appraises for at least the purchase price.

Confirm that the buyer qualifies for the loan according to your parameters.

## **PHASE 6 AT THE CLOSING TABLE**

Complete the final walk-through of the property, 1-3 days before the closing date.

Ensure that the property is in "substantially the same condition" as agreed upon in the Purchase & Sale Agreement.

Sign Final Closing Disclosure 3 days before the closing date.

Verify closing costs and down payment.

Sign all documents at the selected Title Company. Lending and Title will need 1-2 business days to finalize paperwork and closing processes.

Fund and record Deed. Receive keys.

## **PHASE 7 CONGRATULATIONS! YOU ARE NOW A HOMEOWNER!**

## II.

# MY SERVICES AS YOUR BUYER'S AGENT

### **Before Our First Meeting, I will:**

- Stay up to date on all the latest technology to help you find the perfect home for you.
- Be current on any new laws and rules and regulations that may affect your purchase.
- Familiarize myself with inventory in the local area to keep you informed.
- Network with other agents for potential off-market listings.
- Inform you of attractions/features of the area in which you have expressed an interest.
- Prioritize community involvement to inform you of upcoming events/major changes in town.
- Tour homes of potential interest to identify features that may be on your wish lists. I may also preview them for you.

### **During Our First Meeting, I will:**

- Discuss Agency and representation and the State Statutory requirements.
- Explain the difference between representation and agency.
- Determine and prioritize your wants and needs for your dream home.
- Prepare and launch an automatic property watch based on that information.
- Discuss financing and provide you with contact information for reputable lenders.
- Discuss, in big picture format, how to handle your funds to keep you poised for success in the lending process.
- Review the difference between being pre-qualified and pre-approved.
- Discuss homeowner's insurance and provide you with contact information for reputable insurance broker.
- Discuss how to approach and maneuver through private showings, as well as open houses.
- Including but not limited to your schedule(s), showing etiquette when in someone else's home, audio/visual recording devices, etc.
- Explain the process of purchasing a home from soup to nuts, including general timelines for every stage of the transaction.
- Discuss strategies for winning the listing.
- Provide information for different resources you may need during the transaction, including but not limited to inspectors, attorneys, contractors, etc.
- Provide you with State and Federally mandated forms, one of the most important being the Anti-Fraud form related to wiring funds.
- Introduce you to eSign, our online platform for sending/receiving and signing documents throughout the transaction.
- Ask for your preferred form of communication (call/text/email).
- Ask for your schedule to coordinate to maximize best opportunities for visiting properties.



**Before You See Any Houses, I will:**

- Set you up on a personalized, automatic property watch so you receive listings that may be of interest to you.
- Provide any disclosures/supplements available for houses you're interested in seeing, so you can review the information before seeing the property.
- Make sure your type of financing can be used for any houses you're interested in to ensure the best use of your time and effort.
- Speak with your lender to become familiar with them and the loan product that you'll be using (if applicable).

**During the Home Viewing Process, I will:**

- Arrive for the showing early to preview the neighborhood and unlock the home/property.
- Advise you to take notes on anything of importance that you may want to discuss after the fact.
- Advise you of any audio/video surveillance that may be present at the property.
- Listen to your thoughts/ideas about the property to be a sounding board for you.
- Share my observations of the home and point out areas that I feel warrant further scrutiny or information.
- If the house has solar, advise you on assuming the loan if they're being leased. insurance requirements for the property.

**When Writing an Offer for You, I will:**

- Prepare a Competitive Market Analysis (CMA) on the property to give you an idea of what it's worth based on current market conditions.
- Discuss how appraisal and forecasted market conditions may affect this number.
- Contact the listing agent to find out if there are specific terms the seller would prefer to position you in a strategic position with the seller.
- Discuss different strategies with you for winning the listing, if there are or may be multiple offers.
- Speak with your lender (as applicable) to ensure we understand their time frames and loan product. Get a pre-approval letter to submit with your offer.
- Encourage your lender (as applicable) to call the listing agent to emphasize your strength as a buyer.
- Follow up with the listing agent after submitting your offer to ensure that it has been received and all information is understood.
- If your offer is not accepted, I will reach out to the listing agent to see if they will disclose what criteria the seller used to choose another contract over ours and strategize to see if this is something that can be adapted moving forward.

## When Your Offer is Accepted, I will:

- Remind you of the immediate steps to be taken next and give you a refresher of the overall timeline.
- Facilitate how and where to send your Earnest Money Deposit.
- Reach out to your lender (as applicable) and send them your accepted contract documents, so their process can continue in a timely manner.
- Reach out to your preferred attorney and send them your accepted contract documents so they can begin their process and schedule your closing into their calendar (as applicable).
- Advise you on the home inspection process (general home, well, sewer, radon, etc. as applicable).
- Discuss when to schedule the inspection(s).
- Prepare your due diligence timeframe and discuss with you what that means.
- Give you recommendations for reputable inspectors.
- After you receive your inspection results, we will discuss strategies for negotiating the results of the inspection(s).
- Advise you about ancillary costs that you may owe at the closing table (taxes paid in advance, oil or propane paid for by the seller, water/sewer bills paid in advance, etc.).
- Advise you (if you are purchasing with a mortgage) not to make any large purchases (furniture, new car, new appliances, etc.).
- Discuss the time frames for switching all the utilities for the house into your name.
- Collaborate with the listing agent to ensure that the seller will cover utilities for the length of time they need to.
- Collaborate with the listing agent and your lender (as applicable) to ensure that important timelines in the contract are being met, and that we get signed extensions as necessary.
- Schedule a final walkthrough for you before you go to the closing table, to ensure that the conditions of the house are the same as what you agreed to in the purchase contract.
- If there are any issues, I'll reach out to your attorney.
- Get any keys/codes/remotes that will stay with the property for you to have after signing your closing paperwork,
- Talk with the listing agent to ensure they will remove lockbox and "for sale" sign in a timely manner.



**At the Closing, I will:**

- Attend the closing at the Title Company, give you any keys/remotes/codes for the property, and (with permission) take photos!
- Ask you to submit a testimonial/review for me so I can get your input on our journey through the process.
- **Join you in CELEBRATING YOUR NEW HOME!**



III.

## The Buyer Representation Agreement: Your Solution for Representation, Protection & Confidence

As we embark on the exciting journey of finding and purchasing your dream home, it's important to know and understand the many benefits that come with representation. For a longer overview of [the Buyer's Representation Agreement](#), [click here](#).

As your exclusive buyer representative, I will work for you and will make your best interests and protection my top priorities. Here's what you gain by entering into a Buyer Representation Agreement with me and Berkshire Hathaway HomeServices Sun Valley Properties.

### **“Agency” and The Protection it Provides for You**

Buyer representation goes beyond just finding a property; it involves establishing a client/agency relationship designed to safeguard your interests. Agency requires that I, as your exclusive representative, observe certain duties to you, which include confidentiality, placing your best interests above all others, full disclosure and reasonable care and diligence on your behalf. Our agency commitment is your assurance of a dedicated advocate providing unparalleled support,



## **How Am I Compensated?**

Understanding how I am compensated is important. The details are found in the Buyer Representation Agreement. Simply put, compensation is typically satisfied through one or more of the following:

- (i) an offer of compensation made by the listing brokerage
- (ii) negotiations between you (through me) and the Seller in the Purchase Agreement
- (iii) by direct payment from you to me through my brokerage

All of these details related to compensation are covered in the Buyer Representation Agreement.

## **Referral Resources for Your Protection and Confidence**

Your peace of mind is our priority. If other professional services, such as legal services, are needed during the homebuying process, we can refer you to reputable professionals in our area. This ensures that you have expert advice and support should any legal or other complexities arise.

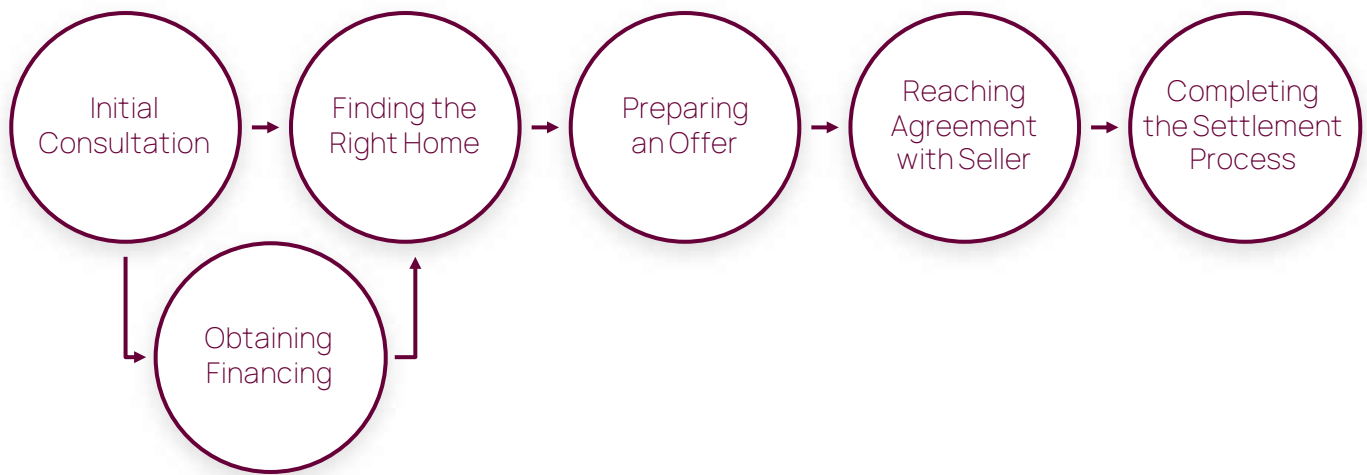
## **A Partnership**

Signing the Buyer Representation Agreement solidifies my commitment to you and creates a fiduciary relationship that empowers us to navigate the real estate landscape with your best interests at heart. It's a testament to the trust and confidence you place in our partnership. With us, you have more than just a brokerage and a real estate agent. You have a friend committed to your ongoing success in the world of real estate; consider us your go-to resource for all things real estate-related. Your satisfaction and success in finding the perfect home are at the forefront of our collaboration.



## IV.

# The Buying Process (Expanded)



## A.

### Defining Your Interests

#### **Tailoring Your Home Search Experience**

Embarking on the journey to find your dream home is a personal and exciting venture. I understand that the key to a successful home search is aligning your unique preferences and needs with the available options. That's why I start by asking: What's important to you?

#### **Lifestyle**

Your lifestyle is a key factor in finding the perfect home. Whether you're an avid entertainer, a nature enthusiast or someone who values peace and quiet, I tailor our search to match your unique way of life.

#### **Location, Features and Amenities**

From the vibrant pulse of city life to the tranquility of suburban neighborhoods, I recognize that location sets the stage for your lifestyle. Features and amenities play a crucial role too, shaping the daily experiences in and around your new home.

#### **Why it Matters to You and Your Family**

Understanding the "why" behind your choices is essential. Your home is more than just a place; it's a backdrop for your life's most cherished moments. I delve into the reasons behind your preferences to ensure your home truly resonates with you and your family.

#### **When Can Be Just as Important as Why**

Timing is a crucial aspect of a real estate decision. I work with your timeline, whether you're looking to move quickly or taking a more deliberate approach.



## B. Establishing Your Financial Capability

### **Pre-Qualification and Pre-Approval**

Buyers can distinguish themselves in the eyes of seller and foster a competitive advantage by beginning the home-buying process either pre-qualified or pre-approved for financing their purchase. Sellers are critical of every offer they receive, and part of your power comes with your ability to demonstrate your financial strength.

Pre-qualification means a lender is having discussions with a client, compiling basic financial data, and making a judgment on the client's ability to perform.

Pre-approval, on the other hand, is the process of gathering customer income and asset documentation to approve the client on the merits of their personal balance sheet. This includes steps through automated underwriting processes and, in some cases, full underwriting to ensure the client can perform.

Financing a home can be challenging or it can simply be the next step in the realization of your homeownership dreams (I prefer the latter). Working closely together, I'll share my financing knowledge to help you complete the purchase.

Being pre-approved for a home loan (mortgage) can put you in a stronger negotiating position and save time in the loan approval process. I'll walk you through the pre-approval process and help you prepare with all the necessary forms, including bank statements, tax documents, W-2 forms, a credit report and more.

Through my extensive local and global home services network, I can put you in touch with experienced home mortgage consultants. Expect the lender to ask for standard information regarding your income, expenses and obligations.

I'll also review the various financing options available to you, including:

- Fixed-rate mortgage
- Adjustable-rate mortgage (ARM)
- Government-assisted (FHA or VA) financing
- Seller-assisted financing

C.

## Finding the Right Property

### **The Search Process**

Navigating the real estate market in the Sun Valley area begins with an effective searching process, and I will help you refine your search to match your preferences.

### **Access to More Options Means More Opportunity for You**

My representation allows you to have access to Berkshire Hathaway HomeServices Sun Valley Properties' exclusive listings, giving you the unique opportunity to explore properties available only to our network of agents. In addition, I will align your criteria with other agents outside of our network, giving you access to off-market listings that are not yet publicly marketed, or homes that may become available soon.

### **Technologies and Tools**

I will make sure you stay ahead with the latest technologies and cutting-edge resources to ensure that you have a comprehensive view of the market, giving you the upper hand in finding your ideal property.

### **Setting Up Property Notifications to Keep You in the Know**

Don't miss out on your dream home. I work with you to set up property notification to help you stay informed about new listings, price changes and market trends.

### **Local Community Information**

If you are new to the Sun Valley area, my comprehensive local community information helps you make informed decision about neighborhoods, schools and amenities.

### **Touring Properties to Find the Best Fit**

The final step is touring properties to find the one that truly feels like home. I will guide you through this process, helping you evaluate each property with a keen eye for your unique preferences and lifestyle.

Your perfect home is out there, and I am here to help you find it. With a myriad of options in the market at any give time, I am here to make sure you have the right plan, process and resources in place to find the best property for your needs.



## D. Making the Offer

### **Value Analysis**

To determine the fair market value of the subject property, I conduct a thorough Property Value Analysis. This step ensures that your offer reflects the current value of the subject property, is competitive and is reflective of current market conditions.

### **Comparative Market Analysis**

My comprehensive Comparative Market Analysis (CMA) considers recent sales, current listings and the latest market trends. This analysis will guide us in determining a strategic, comprehensive and competitive offer.

### **Sometimes There's Competition**

In a competitive market, multiple offers may come into play. I am experienced in handling these situations and can advise you on navigating through them to increase your chances of success.

### **How to Win in Competing Offer Situations**

Winning in a competitive offer situation requires a strategic approach. I provide guidance on presenting an attractive offer, whether it be through price, contingencies or other negotiation strategies (e.g. Deadlines, No Financing Condition Addendum, Escalation Clause Addendum, Appraisal Addendum, Non-Refundable Earnest Money Addendum, etc.).



E.

## Navigating the Complex Contract Process

The goal of presenting your offer is to enter into an agreement with the seller to purchase the property. As part of this process, we work with you to ensure that you are well informed and have the resources and support necessary to navigate the complex contract process. To highlight and better inform you on the complexities of the buying process, you will see references to the Real Estate Purchase Contract and other transaction documents.

### **Making the Right Offer**

Pricing, terms and other considerations to ensure your offer is competitive and strategically aligned with your goals and preferences.

### **The Ins and Outs of Earnest Money and Construction Deposits**

Protecting your deposited funds, and understanding when they may become non-refundable, is critical.

### **Understanding Contract Deadlines and Implications**

Ensuring that you, and the seller, meet all contract deadlines is critical to a successful transaction. Coordinating settlement, closing, recording and possession is a vital part of your home-ownership journey. Navigating missed deadlines is equally important.

### **Avoiding Breach of Contract**

Fulfilling your contract obligations requires attention to detail.

### **Conditions of Purchase Can Protect You**

Understanding due diligence, financing and appraisal contingencies is paramount to the contracting process.

### **Drawing on Legal Assets**

My ability to access legal assets, in the form of contract addenda and supplemental clauses, enables you to address challenges or concerns that may emerge during the contract process.

### **New Construction May Contain Unique and Custom Contract Language**

Navigating new construction transactions and language involves unique considerations.

### **Inspections and Property Analysis**

Ensuring that you have a full understanding of the property will help you uncover any potential issues and make informed decisions.

### **Buyer's Due Diligence Checklist**

I provide a comprehensive Due Diligence Checklist to ensure no detail is overlooked.



Once you are officially “under contract,” it’s essential to analyze every detail as you complete your inspection and due diligence review of the property. Transparency and full access to property details are key. I will assist you in gathering all property disclosures and other information to enable you to have a clear picture of any known issues or history that could affect your decision.

### **Seller Disclosures: What are They and Why Do They Matter?**

As part of the real estate transaction, you will receive a broad range of information from the Seller. For example, the Seller must provide you with “Seller Disclosures,” which will typically include some of the following information:

- a written Seller property condition disclosure for the Property, completed, signed by Seller
- a Commitment for Title Insurance
- a copy of any restrictive covenants (CC&R’s), rules and regulations affecting the Property
- the most recent minutes, budget and financial statement for the homeowners’ association, if any
- a copy of any long-term tenant lease or rental agreements affecting the Property
- a copy of any short-term rental booking schedule for guest use of the Property after Closing
- a copy of any existing property management agreements affecting the Property
- evidence of any water rights and/or water shares included in the sale
- written notice of any claims and/or conditions known to Seller relating to environmental problems and building or zoning code violations
- a Lead-Based Paint Disclosure & Acknowledgment for the Property, if applicable

### **Title Research**

A title company is a third party that works on behalf of sellers, buyers and lenders. The title team will research county records related to the property to ensure the rightful seller is selling, and the rightful buyer receives, clear title to the property. An important part of that research is the full history of the home’s ownership. All past loans, liens and claims to the property are identified and listed. We will assist you and work with you to make sure you have the right resources to navigate these title details.

**As we move closer to securing your dream home, it's crucial to strategize the best resolutions for issues that arise during your due diligence process. We take pride in guiding you through the considerations and negotiations that will produce a successful and seamless transaction for you. Here's how we can structure the best resolution for your unique situation.**

### **Are Repairs in Order?**

Property condition matters. I'll help you assess whether repairs are necessary and strategize on how to address them. Whether it's negotiating for repairs to be completed before closing or adjusting the terms of the deal accordingly to allow for their completion after closing.

### **Consider Sales Price Adjustment**

The sales price is a crucial element in any real estate transaction. There are times when a sales price adjustment is necessary or appropriate in order to address items that arise during due diligence. If it is appropriate in your transaction, I'll strategize with you to position and present this technique to achieve your desired resolution and continue on the path to a successful transaction.

### **Could a Paid Concession Solve the Issues?**

Paid concessions can be a valuable tool in negotiations. I will explore whether a paid concession could address specific concerns, providing a winning solution to a successful transaction.

**Crafting the best resolution is a collaborative effort. We'll work together to structure the best resolution for your unique situation.**



F.

## Preparing to Close

### **Final Walk-Through**

Before closing on your new home, I will schedule a final walk-through to ensure that the property meets your expectations. This is your last opportunity to address any concerns and ensure everything is in order before closing.

### **Coordinating Settlement, Closing and Recording**

Timing is crucial in real estate transactions. I will meticulously coordinate the final steps to home ownership with you to ensure that these critical steps are accomplished pursuant to the terms of your agreement with the seller. I work with you to ensure that you understand when and how these steps are accomplished.

#### **“Settlement” occurs when:**

- (a) Buyer and Seller have signed and delivered all required documents
- (b) any monies required to be paid by Buyer or Seller (except for the proceeds of any loan) have been delivered by Buyer or Seller as required.

#### **“Closing” means that:**

- (a) Settlement has been completed
- (b) the proceeds of any new loan have been delivered by the Lender to Seller or to the escrow/ closing office
- (c) the applicable Closing documents have been recorded in the office of the county recorder

### **Avoiding Wire Fraud**

In an era where cyberthreats are prevalent, I prioritize your security. I will provide guidance on avoiding wire fraud, to help you make sure that your funds are protected from potential cyber risks during the closing process.



G.

## Welcome Home

After all the hard work and careful planning, once the moment has arrived for you to step into the next chapter of your life, here's what you can expect on this special day.

### Move-In Day

We understand that Move-In Day is a culmination of dreams and hard work. I am here to ensure that the transition is as smooth as possible. Whether you need assistance with any last-minute details or have questions about settling in, I am just a call away.

Your satisfaction and comfort are my top priorities, and I am thrilled to have played a part in making your homeownership dreams a reality.

Welcome home!

V.

## OTHER SUN VALLEY-AREA RESOURCES

### [Vendors and Services Guide](#)

A guide to all the services you need

### [Visit Sun Valley](#)

An up-to-date Sun Valley calendar

### [Monthly and Yearly Market Reports](#)

Updated market information

### [Our Brokerage Inventory](#)

Before closing on your new home,

### [Sun Valley Luxury Real Estate Report](#)

Focusing on luxury residential property

### [NPO Guide](#)

Non-profit info

### [Sun Valley Insiders' Guide](#)

Learn how to live like a local

### [Area Guide](#)

Information about all our communities

### [Keeping It Local](#)

A guide to supporting local businesses



# VI.

## ABOUT ME

I have a passion for Labrador Retrievers. I currently train and compete in Field Trials with my favorites, Snack Bar and Slam Dunk.

I am community-minded and service oriented, and have been a "Woman of the Year" finalist twice and nominated three times in the Wood River Valley. I am a past President of the Sun Valley Board of Realtors, and current President of the Wood River Retriever Club. I volunteer for Word of Honor Fund, benefitting families of Navy Seals, and produce Winter Wonderland, an annual special holiday event where kids build gingerbread houses and participate in other activities while visiting with Santa and his elves. I was Director of the Holiday Baskets program for over 10 years, and a past chairman of the Idaho Association of Realtors Communications Committee.

I moved to the Sun Valley area in 1993. Licensed since 2003, I am an experienced professional who believes great service, honesty and integrity, along with continuing education, aren't just buzzwords to attract attention, they are mandatory.

If you have questions or need more information don't hesitate to call or email. Your real estate goals are my priority.



## TESTIMONIALS

"My experience with Robin was great, she was there for us every step of the way, any time of the day. She answered every single question we had and helped us better understand the process of homeownership. She was on top of everything including deadlines on paperwork. A great person and realtor." -Lizbeth R.

"Robin worked with us on a town home purchase in Hailey. Since we were out-of-state it was fantastic to have her there for us! She helped us look at all aspects from location to finance options to remodeling ideas - and never once dropped the ball. Having access to her local knowledge and expertise really took the stress out of the whole process. Highly recommended!" -Anonymous



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