

The HomeBuyer's Hour - Strong Administrative Support: The Key to Real Estate Success

In this episode of The HomeBuyer's Hour, guest host Madeline Ackerlund discusses the importance of having a transaction coordinator and reviewing legal issues.

CHICAGO, ILLINOIS, USA, May 3, 2023 /EINPresswire.com/ -- As a trusted transaction coordinator and agent for The Dowell Group, Madeline Ackerlund is making waves on the Chicago real estate landscape. Since joining the team in February 2022, Madeline has facilitated over 100 transactions with a total sales volume of over \$72 million, a remarkable accomplishment for any real estate professional.

Madeline has established a reputation as a client-focused agent due to her unwavering dedication to providing superior service to her clients. She strives to go above and beyond to ensure her clients are well-informed throughout the transaction process because she believes in empowering others through education and knowledge sharing.

Her ability to master new skills and adapt to fluctuating market conditions reflects her enthusiasm for real estate.

Her adaptability and versatility make her a genuine "Swiss Army knife" in the industry, capable of meeting any challenge.



The HomeBuyers Hour on AM820

Her commitment to her profession has not gone unnoticed. The Real Producers magazine has featured her as a Behind-the-Scenes All-Star, recognizing her as one of Chicago's emerging real estate stars.

With an experience in hospitality and as an executive assistant, Madeline's unrivaled responsiveness and attention to detail ensure that every transaction she manages is efficient and smooth. She has a keen eye for identifying and resolving prospective issues before they become impediments, ensuring that her clients' transactions are stress-free.

Charlie Bellefontaine inquired during the radio program, "What is a transaction coordinator?" Madeline explained that it is a characteristic that is uncommon among agents. It is more probable that larger teams or top-producing agents will have administrative assistants. Transaction coordinators coordinate all transactions. They handle everything from the beginning to the end of a transaction with a client, including listing paperwork, scheduling photos for homes they sell, buyer paperwork, setting up showings, coordinating with attorneys and appraisers, conducting home inspections, and everything in between. Madeline is one of the few individuals who enjoys completing documents. She says she enjoys the minutiae and details, and having someone like her when buying or selling real estate incredibly assists her.

She provided insightful commentary on her primary considerations when evaluating contracts



Charles Bellefontaine of Chicagoland Home Inspectors, Inc.



Joey Mathews of The Federal Savings Bank

for real estate transactions. According to Madeline, thoroughly examining a contract can prevent problems and ensure a smooth transaction for all parties. Such as the integrity of the tax identification number is one of Madeline's top priorities. The tax pin is a unique identifier designated to each property, and ensuring that it is accurate is crucial to avoid future problems. It verifies the buyers' and sellers' legal identities are included in the contract. Using aliases or incorrect names can result in legal complications and contract invalidation.

Madeline also considers whether the property is sold as personal or real.

This information can impact the financing options and the purchaser's ability to obtain a mortgage. Additionally, Madeline searches for any attached items or appliances that may be included in the transaction. Understanding what is included in the transaction can help the buyer and seller avoid misunderstandings and disputes. She also advises her clients to consider the existence of a home warranty, leaseback agreements, and whether or not the property is being sold "as is." She also suggests determining if the property is a short sale if a multi-unit addendum is required, and if it is uninhabited land. She does not recommend waiving professional inspection. Madeline said, "Depending on what you find, it can make or break a deal or, you know, sometimes in housing sales, we will still see our buyers trying to negotiate for some things that may not have been disclosed."

Charlie Bellefontaine asked, "What do you do with the loan and mortgage brokers where, making sure that they have the pay stubs, the credit check, everything else, and it is not just a rubber stamp?" Madeline said that when working with sellers, they are looking for in the pre-approval if this is reputable or if the website has never been heard of before to ensure that the lenders are not hiding things. She says it is more challenging but regarding the pre-approval process. Madeline, help is that we go under contract will still send any documents we have on the listing side will say what they are. They may not be the most up-to-date or reflect the entirety of them, but anything that Madeline can do to help the lender's job be more manageable from the get-go.

During the interview, Auckelund pointed out that It does not matter how good the agent is. Some deals can be out of control, things the agent does not know, or things that come up in inspection that nobody knew about invisible problems in a home. How to do with deal with adversity in a



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home in a home sale. Bellefontaine said, "Hard work answering calls fast, getting answers right away, and learning more."

Madeline's unique perspective drove her to success in the Chicago real estate market resulting from her diligence, commitment, and enthusiasm for her work. Madeline Ackerlund and The Dowell Group can reassure their clients that they are safe, as Madeline Ackerlund is a rising star in the industry.

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