



BEFORE YOUR SHOWING

A Few Minutes Before We Meet

You just booked a showing through Zillow. Here is who you are about to meet, what to expect, and how we actually work with buyers, before you ever set foot in the house.

WELCOME

You clicked a button on Zillow. Here is what that actually starts.

No obligation, no pressure, just a real showing

Booking a showing through Zillow is usually the very first step, not a commitment to anything. Before we walk through a home together, here is exactly what to expect from working with us, plainly stated.

No obligation, ever

Requesting a showing does not sign you up as a client. You are free to work with any agent, or no agent, and we will tell you that directly if you ask.

One local team, not a call center

When you request a showing through Zillow, you are connected with Pete Seider and Eugenia Caballero directly, not routed to a random agent you have never heard of.

We show up prepared

Before we meet, we look at the home, the builder or seller, and what has actually sold nearby, so the time you spend with us is useful, not just a walkthrough.

A straight answer, not a script

If a home is not a fit, we will tell you why, even if that means pointing you toward something else entirely, including a home we do not represent.

Our job today is simple: show up on time, know the house, and give you a straight answer.

MEET YOUR AGENT

Pete Seider



Pete got his start in real estate in 2011, working for a small, local broker in Dallas called Power Properties. In 2014 he moved to Austin and moved into new home sales, representing builders directly, learning incentives, construction timelines, and negotiation points from the builder's side of the table.

He became a licensed Texas REALTOR® in 2019 and has represented buyers and sellers across Central Texas ever since. Over that time, Pete has been personally involved in more than \$150 million in builder-side new home sales and has helped more than 400 families buy or sell a home.

2011

Started in real estate, Dallas, working for a local broker

2014

Moved to Austin, into builder-side new home sales

2019

Licensed Texas REALTOR®

\$150M+ / 400+

In builder-side new home sales, and families served

Career figures include Pete's years representing builders directly in new home sales, and are not represented as Seider Realty Team production alone.

MEET YOUR TEAM

Eugenia Caballero

Eugenia Caballero is a licensed Texas REALTOR® (License RE673651) and Pete's partner on the Seider Realty Team. Before real estate, she worked in acquisitions for one of Austin's premier custom homebuilders, giving her a close, inside view of how new construction actually gets built and priced.

A native Spanish speaker originally from Mexico and a graduate of St. Edward's University, Eugenia works closely with relocating families and Spanish-speaking buyers, and brings the same builder-side fluency Pete does to every transaction.

Licensed Texas REALTOR®

License RE673651

Builder-side background

Former acquisitions professional for a premier Austin custom homebuilder

Native Spanish speaker

Originally from Mexico

Education

St. Edward's University graduate

TOGETHER

Pete and Eugenia bring more than 25 years of combined real estate and new home experience to every buyer they work with.

WHY IT MATTERS

We used to work for the builder. Now we work for you.

Most buyers meet a builder's onsite agent first. That agent is friendly, knowledgeable, and represents the builder, not you. Their job is to sell you that specific home, on the builder's terms.

Pete spent years on that side of the table, and Eugenia spent years in builder acquisitions. That background means we already know how incentives get built, where the real negotiation room usually sits, and which parts of a builder's contract are standard versus negotiable. We now use that same knowledge exclusively on your behalf, at no cost to you in the vast majority of transactions.

IF YOU ARE LOOKING AT NEW CONSTRUCTION SPECIFICALLY

A builder's onsite agent already represents the builder's interests. Registering with your own agent, us or anyone else, before your first visit to a model home is usually what protects your ability to have representation at all. It typically costs a buyer nothing extra.

Pete also publishes independent new construction research at New Home Dispatch, tracking builder incentives and pricing trends across Central Texas, the same research he draws on when advising his own clients.

THE SEIDER ADVANTAGE

What working with us actually looks like

- **Fast response.** Most showing requests get a same-day reply, often within the hour.
- **A straight read on every home.** Including the ones we would not recommend you buy.
- **Builder-side negotiation experience, on your side of the table.** We know what is standard and what is actually negotiable.
- **One point of contact for the whole process.** You are not handed off to a new agent partway through.
- **No cost to you as a buyer in the vast majority of transactions.** Commission is customarily paid by the seller, not the buyer.
- **Bilingual support.** Eugenia works with Spanish-speaking buyers and families relocating to Central Texas from out of state.

WHAT IS AHEAD

From today's showing to your closing table

1

Today's showing

No commitment, just a real look and an honest read on the home.

2

Get pre-approved, if you have not already

So you know your real number before you fall for a home you cannot yet finance.

3

Find the right home

We keep looking with you, on Zillow and off it, until it is actually the right fit.

4

Write a competitive offer

Priced and structured using real comparable sales, not a guess.

5

Option period and inspection

Your chance to verify everything about the home before you are locked in.

6

Closing

Typically 30 to 45 days from an accepted offer. We walk you through every step of it.

BEFORE WE MEET

A few questions worth thinking about

You do not need answers to all of these before today's showing. They are just worth having in the back of your mind, because they shape everything that comes after.

- **What is actually pulling you to move?** More space, a job change, schools, or something else. The real reason usually points to the right home faster than a feature list does.
- **What is your honest timeline?** Not the ideal one, the real one.
- **Have you spoken with a lender yet?** If not, we can point you to one, no obligation.
- **Is this the only home you are considering, or one of several?** Either is fine, we just want to know where you actually are.
- **What would make this the wrong house, even at the right price?** Worth knowing before you walk in, not after you have made an offer.

COMMON QUESTIONS

Questions almost every buyer asks first

Do I have to sign anything today?

No. A showing is just a showing. Nothing about it obligates you to work with us going forward.

Does using an agent cost me anything?

In most transactions, no. Commission is customarily paid by the seller, split between the listing agent and the buyer's agent, so having your own representation typically costs you nothing extra.

Can I still look at other homes, on Zillow or elsewhere?

Yes, always. We are not exclusive unless and until you decide you want us to be.

What if I already have an agent?

Just let us know. We will make sure today's showing is credited to your agent, no conflict, no hard feelings.

Do you only work with new construction buyers?

No. We work with resale and new construction both. Pete's builder-side sales background and Eugenia's builder acquisitions background just mean we are especially strong on the new-construction side.

NEXT STEPS

Let's go see the house

That is really all today is. A real look at a real home, with two people who know the market and will give you a straight answer.

After the showing, tell us what you thought, honestly. If it is not right, we start narrowing in on what actually is. If it is close, we talk through what would make it work. Either way, you leave today with more clarity than you had this morning, and no pressure to decide anything on the spot.

REACH US DIRECTLY

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See you at the showing.

Read what is useful here, then tell Pete and Eugenia honestly what you thought after. You will get a straight answer, no pressure.

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Pete Seider & Eugenia Caballero, Seider Realty Team, powered by the Ascend Group at LPT Realty. Equal Housing Opportunity. This guide is general information, not tax, legal, or financial advice. TREC Information About Brokerage Services · TREC Consumer Protection Notice.