

## THE IMPORTANCE OF BUYER REPRESENTATION

### YOUR HOME BUYING ADVOCATE AND TRUSTED ADVISOR

Having representation from a Buyer's Agent is the only way that you can be confident that you have someone looking out for your best interests and allowing you to make informed real estate decisions.

#### ALIGNMENT WITH A PROFESSIONAL

Our high quality reputation is backed by its membership in Leading Real Estate Companies of the World® an invitation only global community in over 70 countries. Membership is awarded to firms based on rigorous standards for service and performance.

#### UNPARALLELED MARKET KNOWLEDGE

Our brokerage is rooted in the communities we serve. We possess deep local knowledge, an understanding of local housing regulations and trends to help you make smarter, informed decisions. We bring an authentic "Main Street" perspective to real estate that many of our competitors cannot claim.

#### NEGOTIATION WITH MARKET EXPERTISE

Understanding your goals, desires and concerns is fundamental to skillful negotiation, coupled with strong market knowledge and financial acumen. Your Buyer's Agent will work on your behalf and negotiate the best possible price and terms for your home purchase.

#### SERVICES TAILORED TO YOUR NEEDS

Our services are distinctive, extensive, and personalized for you, as our long-standing reputation was built on consistently delivering high performance to every client. Our strong local culture is well-aligned with your market-specific needs.

#### A STREAMLINED PROCESS

Your Buyer's Agent will simplify the process and guide you through the necessary steps making the most efficient use of your time. From your home search and negotiation to contract and closing. These are just some of the steps where your Buyer's Agent will facilitate.

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|--------------------------------|--|
| ✓ Market Analysis              | ✓ Inspection/Due Diligence                   |
| ✓ Lender Pre-Approval          | ✓ Apply for Home Insurance                   |
| ✓ Offer                        | ✓ Title Exam                                 |
| ✓ Negotiation                  | ✓ Loan Approval                              |
| ✓ Contract Review and Approval | ✓ Prepare Finances and Documents for Closing |
| ✓ Purchase Agreement Finalized |  |
| ✓ Home Loan Approval           |  |

*Leading*  
REAL ESTATE COMPANIES  
OF THE WORLD