

Making Your Home Buying Dreams Come True



As Home-buying Specialists... We Will Help You

- Find the best home for your needs.
- Negotiate the lowest price.
- With the least amount of hassle.
- And the seller pays for it at closing,
Not You!



The ABC's of Real Estate (What Most Realtors Do)

- **A**dvertise homes in order to get you to call them.
- **B**eg You to Come In and Talk With Them.
- **C**hoose a Bunch of Homes They Think You Will Like.
- **D**rive You From House to House Showing You Dozens of Homes.
- **E**ncourage You to Make an Offer on Every House You See.
- **F**eel Frustrated Because the Homes They Selected are not to Your Liking.
- **G**et on Their Knees and Pray You Will Buy Something After All Their Hard Work.

Our Home-Buying System...

Focuses on Your Needs



Step 1: Home Loan Preapproval

Three Key Benefits...

1. You Know Exactly How Much Home You Can Afford.
2. You Get the Best Financing.
3. You Can Make a Stronger Offer.



Step 2:

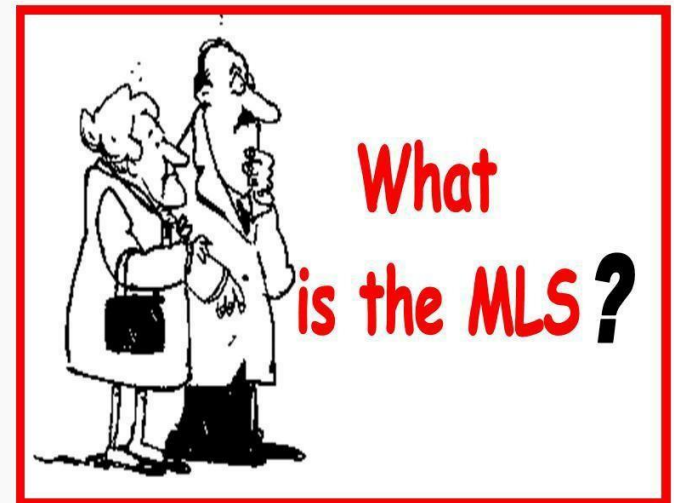
We Send You Information on
Homes That Match Only **Your**
Criteria

(using our **Unique Buyer**
Needs Analysis)



Multiple Listing Service - MLS

- The **MLS** has information on **ALL** the homes for sale, listed by **ALL** the companies in the area.
- Builders / New Homes
- For Sale by Owners too



How Most Realtors Pick Out Houses:

1. They make a random search through the MLS
2. They pick 6-8 homes
3. They try to sell you one of them



The **WRONG** Person is deciding which homes you'll get to see...

The Solution

- Our Exclusive Home - Buying System gives YOU priority access to hot new listings that match YOUR home buying criteria!



We put YOU in control

1. After performing Your **home - buying needs analysis**, Your **home - buying criteria** is entered into our **custom computer database**.
2. Every evening, our custom computer searches the MLS to find **homes that** **ma**
your specific criteria.



We put YOU in control

3. We only send you homes that match Your criteria.

4. You can pick the homes you like and drive by them.



We put YOU in control



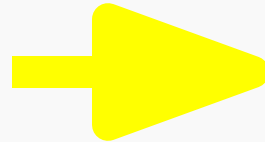
5. When you see a home you want to look at give us a call, we'll arrange a showing.

6. NO pressure to buy!

You are in control which means...

NO MORE...

Searching through the paper or internet, looking at homes that may already be sold.

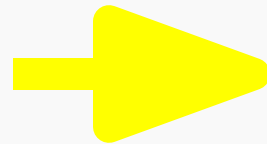


You get **AUTOMATIC** access to hot new listings **BEFORE** other buyers.

YOU are in control which means...

NO MORE...

Wasted time
viewing homes a
real estate agent has
picked out that
don't interest you.

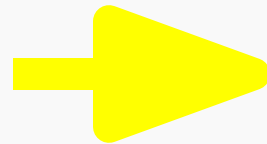


You only receive
homes that match
your criteria and
YOU pick the
homes you want to
see.

YOU are in control which means...

NO MORE...

Pressure (most agents pick out 6-8 homes and try to sell you one of them).

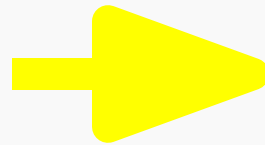


You pick out the homes you want to see (there's never any pressure to buy).

YOU Are in control which means...

NO MORE...

Overpaying for the home you want.

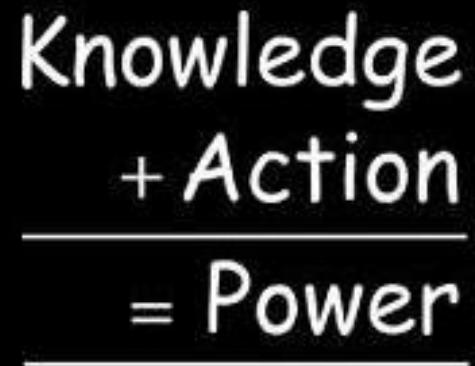


Because you beat out other buyers, You can negotiate the best possible price.

Step 3:

Help You Get the Home You Want Using
Our

Specialized Knowledge


$$\begin{array}{r} \text{Knowledge} \\ + \text{Action} \\ \hline = \text{Power} \\ \hline \end{array}$$

When You find the home You want, we will

1. **Help you prepare an offer that meets your needs.**
2. **Present** the offer on your behalf to the seller.
3. **Negotiate** all terms and conditions of the offer in your best interest.



All We Ask in Return is
Your Loyalty



What to Say and Do When You Come Across Homes on Your Own

1. If you see a home you like feel free to call us for information. If you talk to the other agent, always tell the agent that you're working with us (this will prevent you from being hounded by other agents with questions and sales pitches).



What to Say and Do When You Come Across Homes on Your Own



2. Get the address and / or (if available) MLS number and we'll send you the complete information.

3. If you see a house you want to look at, always call US for appointments.



The Next Step ...

