



*Tyler R Meyer*  
REALTOR

## OUR EXCLUSIVE HOME BUYING EXPERIENCE

Utilizing our team's extensive experience and significant number of years representing buyers, we have developed our "Exclusive Home Buying Experience!" It is not only a comprehensive path to Home Ownership, it details our commitment to provide you with the highest level of service designed for the best possible results.

1. **Represent you as dedicated, licensed and highly trained professional REALTORS®. We will:**
  - Make the Home Buying Process as easy and streamlined as possible.
    - Listen carefully to ensure your needs, wants and desires are fully understood.
    - Represent your interests ONLY as YOUR dedicated real estate agent and fiduciary.
    - Provide access to our preferred Loan Officer to ensure you do not miss any opportunities. e. Provide market analysis, property-specific data, and pricing recommendations.
    - Ensure that your time is not wasted.
  - Always treat you with respect.
  - Always tell you the truth, even if it is uncomfortable for any of us.
  - Explain how to avoid potential fraud and money-wiring schemes.
  - Be available - we're available evenings and weekends as well as weekdays.
  - Go the extra mile for you - we'll work with you as long as it takes - we will NOT pressure you or employ sales tactics - we will facilitate the purchase of the home YOU want to buy.
  - Have fun, make the process enjoyable and celebrate your adventure!

**2. Provide a Client Consultation to help you understand the entire process. We will:**

- Walk you through our “Exclusive Home Buying Experience!”
- Go through our “Getting Started” checklist to ensure no details are missed.
- Explain Agency Relationships and state mandated legal consent for representation. Explain how Realtors are compensated for their professional services.
- Provide a set of Transaction Documents for you to read and understand.
- Discuss mandatory disclosures.
  - Discuss contingencies and the pros and cons of writing offers without contingencies.
  - Discuss the potential of multiple offers.
- Provide information on Escrow, Title Companies, Inspections and more.
- Explain Federal and State Fair Housing laws and clarify how realtors may or may not assist in providing certain information.
- Provide information on locating information on crime statistics and sex offenders.

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**3. Get you started on the right foot. We will:**

- Explain the current market and help you devise an effective purchasing strategy.
- Set up AutoFeeds that match your criteria and clarify how to visit homes you like.
- Go over projected closing costs, answer questions, provide options as necessary.
- Consistently communicate with you every step of the way.
- Be continuously available to answer any questions and provide ongoing direction.

**4. Actively work with you to find your dream home. We will:**

- We will help you locate homes that fit your criteria. If there are no available properties that fit your preferences, we will advise you of all other options.
- Provide access to homes you wish to view.

- We will not apply pressure sales tactics or try to sell you a home you do not want.
- Persistently work to find properties and spend as much time as necessary with you.
- Provide off-market opportunities as they arise:
- Targeting owners in specific areas in which you would like to buy.
- Networking with other local Realtors to maximize your opportunities.
- Obtain comprehensive information on homes in which you are interested - if an answer is not readily available, we'll get it!
- Teach you how to avoid being hassled at Open Houses, FSBOS (For Sale by Owner Properties) and New Construction properties.
- Effectively represent you with New Home Builders should you decide to buy one.
- Effectively represent you with FSBO properties should you decide to buy one.
- Counsel you to not disclose any information about your search on social media.

**5. Once you have found the home you wish to purchase, we will:**

- Contact the listing agent to discuss the parameters the seller is looking for.
- Obtain the disclosure package (if available) and carefully review everything with you.
- Explain how to locate local building permits and zoning information as applicable.
- Produce a CMA (Comparative Market Analysis) to help determine pricing.
- Produce a property specific Projected Closing Costs statement if requested.
- Provide access to utility bills if requested.
- Provide detailed analysis and counsel you on writing a competitive offer that will have the highest chance of acceptance, including:
  - Price
  - Contingencies
  - Seller concessions
  - Rent-back options

- Represent you as trained negotiators to ensure you get the best price and terms.

#### **6. Once your offer is accepted, we will:**

- Interact with your lender to ensure everything stays on track.
- Provide access to top-notch service providers to ensure that escrows, inspections, contractors and all other services are handled professionally.
- Provide recommendations for movers.
- Ensure your escrow runs smoothly and, as snags appear, resolve them effectively.
- Order inspections as required.
- Generate a Request for Repairs as necessary.
- Generate any additional addendums or contract documents as required.
- Work to meet all contractual deadlines.
- Review the closing statement.
- Accompany you on the final walkthrough.
- Verify closing date and occupancy.
- Ensure that applicable insurance is in place.
- Clarify closing signing options.
- Clarify wiring instructions to avoid wire fraud.
- Clarify when & how to connect utilities.

#### **7. Once your transaction is closed:**

- Get you your keys!
- Provide information on re-keying the home.
- Continue to stay in touch and provide homeowner resources as required - we will not disappear! We have access to an extensive group of professionals including contractors, attorneys, accountants and more.
- Ask you for referrals to others who you know who would benefit from our top-tier service!
- Keep you “in the loop” with current market information, service providers, money saving tips and more.
- Set you up with and provide ongoing access to our “**Preferred Client Program.**”