



The Re/Max Collection

— Buyer Consultation —



TO DO LIST



Getting To Know Each Other



Deciding If You Should Buy



The Importance Of A Pre-Approval



Narrowing Down Your Home Search



Understanding Agency Representation



Designations:

- Real Estate Broker
- Certified Residential Specialist
- Accredited Buyer's Representative
- Seller Representative Specialist
- Certified Pricing Strategy Advisor



Awards:

- Rookie Of The Year
- Re/Max 100% Club
- Re/Max Executive Club



Accomplishments:

- Vice President of Just Against Children Drowning
- Children's Miracle Network Miracle Agent
- Professional Architectural Photographer
- Certified FAA Drone Pilot
- Certified Scuba Diver

Meet The Team



Jessica Jamieson



Jessica Vogt



Chad Vogt

Around The Clock Customer Service!



FIVE STAR PROMISE





???





HOMES THAT MATCH
LIFE + STYLE

02

Deciding If You
Should Buy

Top Reasons to Own Your Home



Privacy: Having a space that is solely your own



Family: Putting the needs of your immediate family & children first



Financial Investment: Chance to grow your assets & wealth



Comfort: Surround yourself with items that enhance your life



Community: Being part of a broader community of people & society



Accomplishment: Reflection of your efforts & success



Provides Stability: Having control of your future direction & security



Personal Expression: Display your unique personality, desire & interests



02

Deciding If You
Should Buy

The Cost of Renting vs. Buying

Historically

Now

Percentage of Income Needed to Afford **Median Rent**

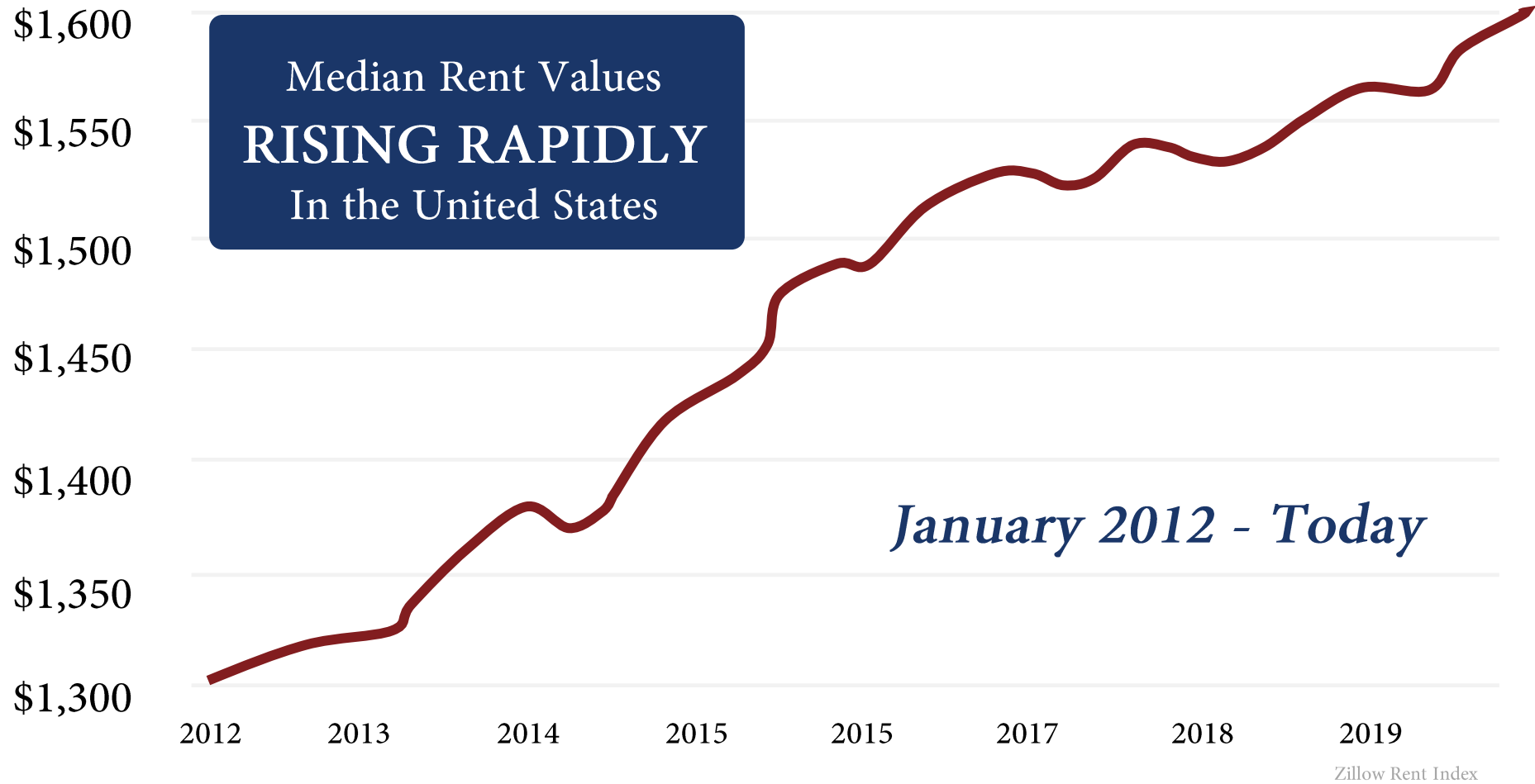
25.8 %

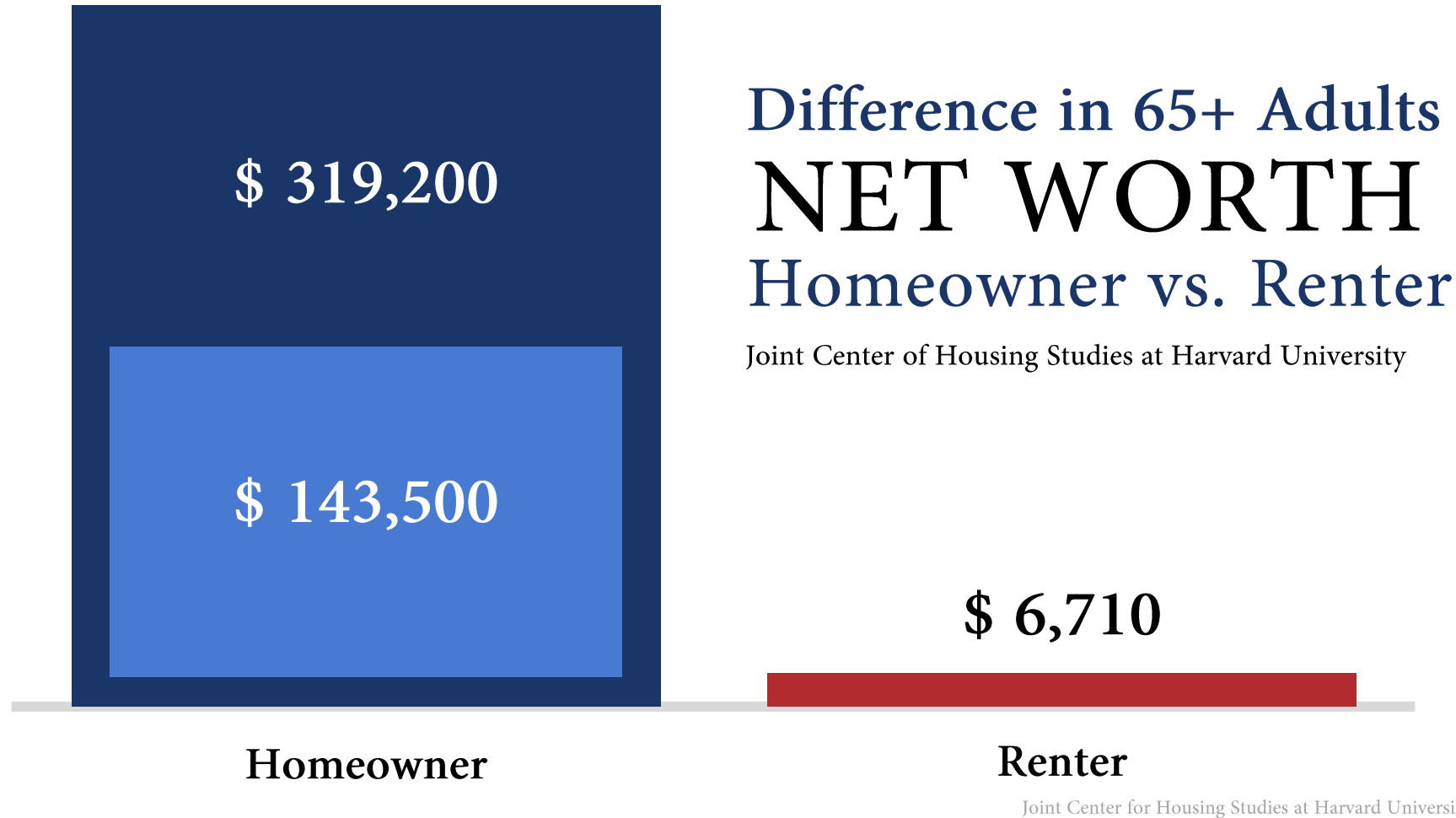
27.7 %

Percentage of Income Needed to Afford a **Median Home**

21.1 %

17.5 %





YOUR FIRST STEP AND WHY

03

PREAPPROVAL

01

Helps **BUYERS** understand their purchase price, fees associated with the purchase, and confirm their ability to buy.

02

Helps **SELLERS** feel comfortable with strangers entering their home and a requirement for a seller to entertain an offer.

03

Helps **REALTORS** focus on who is able to buy a home and provide their full attention to a buyer when they are ready.

Creates a

WIN – **WIN** – WIN

scenario!

Buying a home
is a process of
elimination, not
of selection!

With my guidance your home search
will be narrowed down based on:

- ☐ Price range and/or monthly payment as determined by your lender.
- ☐ Property style and location.
- ☐ Home attributes such as bedrooms, bathrooms, size, and age.
- ☐ Home features such as pool, garage, water access, and yard size.

04

HOME SEARCH

DECIDE WHAT'S IMPORTANT

Writing down and establishing your wants vs needs list early on can save you time, money, and frustration throughout this process.

Attributes such as home location, size, bathrooms, and bedrooms are typically NEEDS.

Features such as garage size, pool, water access, and yard size are typically WANTS.

04

HOME SEARCH

Your 3 Options To Buying A Home



Listed in Multiple Listing Service

- The vast majority of most transactions
- Typically smooth and closes in 30-45 days
- Homes sell the quickest; buyer competition



New Construction (also in MLS)

- Allows you to get exactly what you want
- More complex and may take 8-16 months
- Can be more challenging for financing

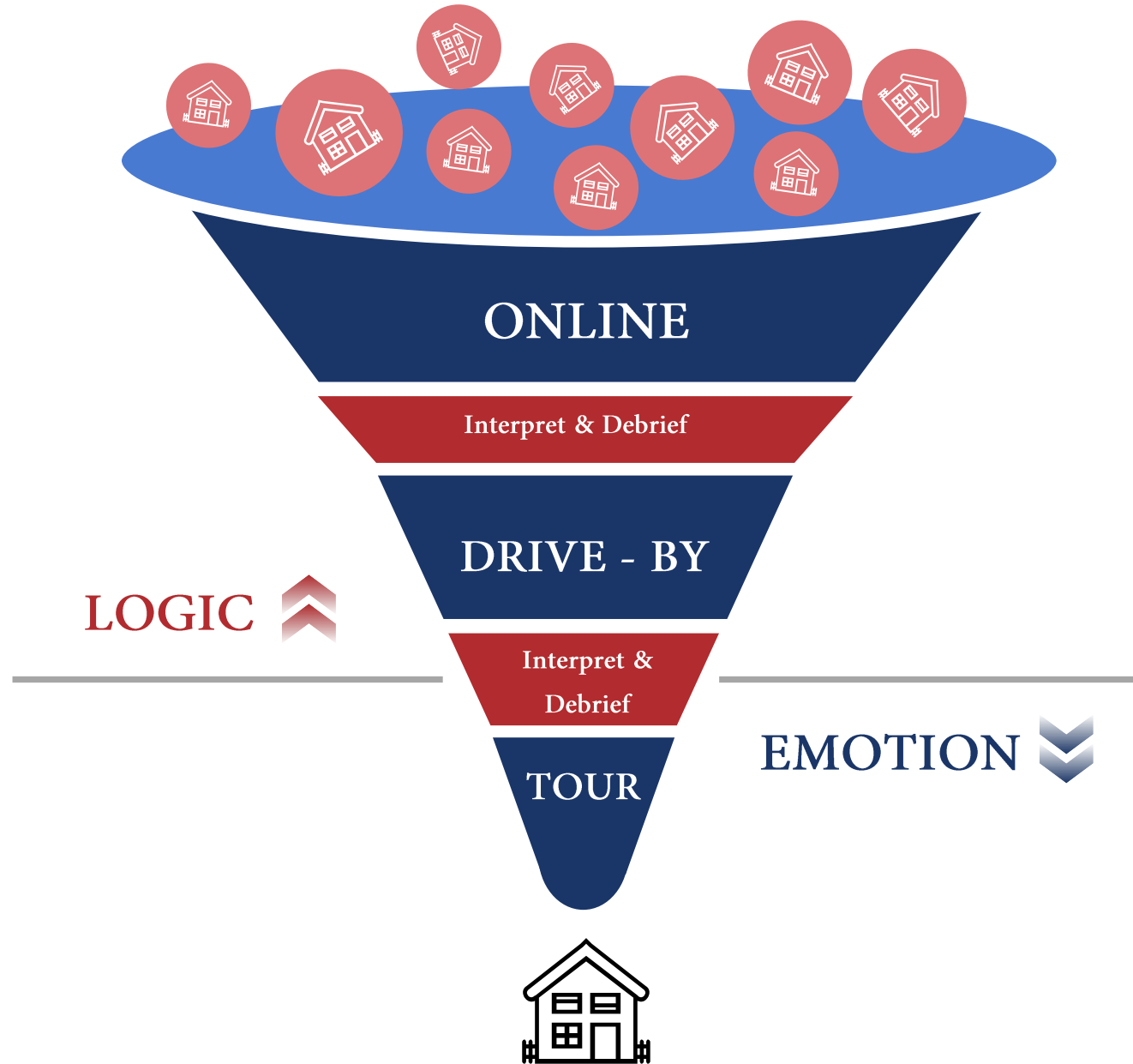


For Sale By Owner

- Very few options, typically under 5
- Seller may not actually be ready to move yet
- Often overpriced, seller may be unrealistic

Regardless of the route you choose it is important to remember...

- Never speak directly to the listing agent, home builder, or seller
- Showings typically need to be made 24 hours in advance
- Once you find the right home it is important to act quickly





Transaction Broker

Acts as a referee in transaction Works for seller

Deals honestly and fairly

Disclosures all known facts

Presents all offers timely

Uses skill, care, and diligence



Single Agent

Acts as a coach in transaction Works for YOU!

Deals honestly and fairly

Disclosures all known facts

Presents all offers timely

Uses skill, care, and diligence

Provides full confidentiality

Provides undivided loyalty

Provides complete obedience



Purchase Price	Rebate
\$175,000-\$199,999	\$200
\$200,000-\$249,999	\$500
\$250,000-\$299,999	\$1000
\$300,000-\$349,999	\$1500
\$350,000-\$399,999	\$2000
\$400,000-\$499,999	\$3000
\$500,000+	\$4000

Cash back rebate must be approved by lender and reflected on settlement statement at closing. Cash back rebate based on agent receiving 3% commission and any amount less may result in a reduced rebate amount.