

We'll guide you home

Your First Step for Your HomeBuying Experience

For the best help in choosing the right home

- Choose the right company
- Choose the right sales associate

The right choice saves time and stress through the homebuying process



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GENSTONE REALTY

Enter first and last name

The Right Company



GenStone Realty is a full-service real estate brokerage

- GenStone Realty is not your average real estate brokerage.

- Our Associates are second to none. They are knowledgeable. They are experienced. They are skilled. Our services are broad.

- Through our sister companies, we can underwrite a loan, provide title services, insure your investment, remodel or make repairs, and help you move across town or across the country.

The Right Sales Associate



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Personalize this page and save the entire presentation. Enter your name above and change your photo. Enter a brief description of your abilities here, entering it over these letters to keep the same type font [Monserrat]. Adjust the size of the typefont as needed.

You may use the “About Me” section from your kvCORE website or use other material. Delete this instruction when completed.

What I Do for You Through the Process



- Listen to be responsive to your needs
- Understand thoroughly what you want to accomplish
- Assist in finding matching properties
- Advise on market prices and offer pricing
- Present and negotiate your offer
- Guide you through the inspections, financing, appraisals, & disclosures
- Advocate for you at closing
- Welcome you to your new home!

Today's Discussion

- Understand what your vision is for this move
- Select agency relationship
- Provide property search tools
- Determine your purchase power
- Negotiate the purchase
- Navigate the transaction process
- Secure the path to closing

Understanding Your Vision for Your Next Home

To help you best, I want to know your needs, your concerns, your timing, your purchase power, and your questions:



- Reason for the move
- Timing considerations
- Homebuying experience
- Household situation
- Concerns about moving
- Experience with current home
- Financial considerations

Finding the Right Home

Let's understand what are "musts" and "wants"



- Price range
- Bedroom and baths
- Square feet
- Style
- Features
- Location
- Type of neighborhood

Narrowing It Down

- What are the top five absolute must-haves?
- What comes next in the must-haves?
- If you could throw in one more wish, what would that be?
- It’s rare to find the perfect home with everything on your list, but let’s get as close as we can!

Buyer Agency Representation

- You have a choice of how to be represented in a transaction
- I will present you with all state-required agency forms
- Let's discuss the advantages of exclusive buyer representation

    - Work to find you the right property
    - Work for your best interests with a fiduciary responsibility to you, not the seller
    - Structure your offer to your advantage and negotiate on your behalf
    - Give you the guidelines to receive all the benefits of representation and allow the seller to pay all the brokerage fee

Property Search Tools

Sales Associate Search

- MLS
- Agent network
- My website

Buyer Search

- Real Estate websites
- Yard signs, open houses, model homes, friends

High-tech notifications

I will set you up on our automated home search system — it checks for new listings every day and notifies both you and me.

Properties You Find

I am able to show and sell you any home you find:



- On any website
- Yard sign or open house
- Advertised anywhere
- Builder/Model homes
- For Sale By Owner

Showing Homes that Match



- We will tour properties that match most closely
- You give your candid impressions of each property to fine-tune future searches
- I provide additional facts to assist in your evaluation

Determining Your Purchase Power

- Being pre-approved for a mortgage is essential for buying in today's market
- Getting with a mortgage specialist is necessary to know mortgage maximum
- Consider the mortgage amount, down payment and closing costs to know the price range
- Pre-approval is the foundation for your negotiating position with sellers

Negotiating the Purchase Agreement



- I will provide information to assist you in decisions regarding an offer
- I will show you ways to increase favorable responses from sellers
- I will communicate the seller's response to you and, if necessary, suggest further negotiating options

Navigating the Purchase Process



I will help you prepare for a smooth settlement:

- Track the satisfactory completion of all contingencies and conditions required under the purchase agreement
- Keep you informed of the progress of the transaction
- Be your advocate at the closing

After Settlement Contact



- GenStone Realty Concierge
- I will stay in touch to assist with any need

The Search Begins

let's get started To find the right home for you

