



# Kim Starr ★ Hotaling

**RE/MAX** Results

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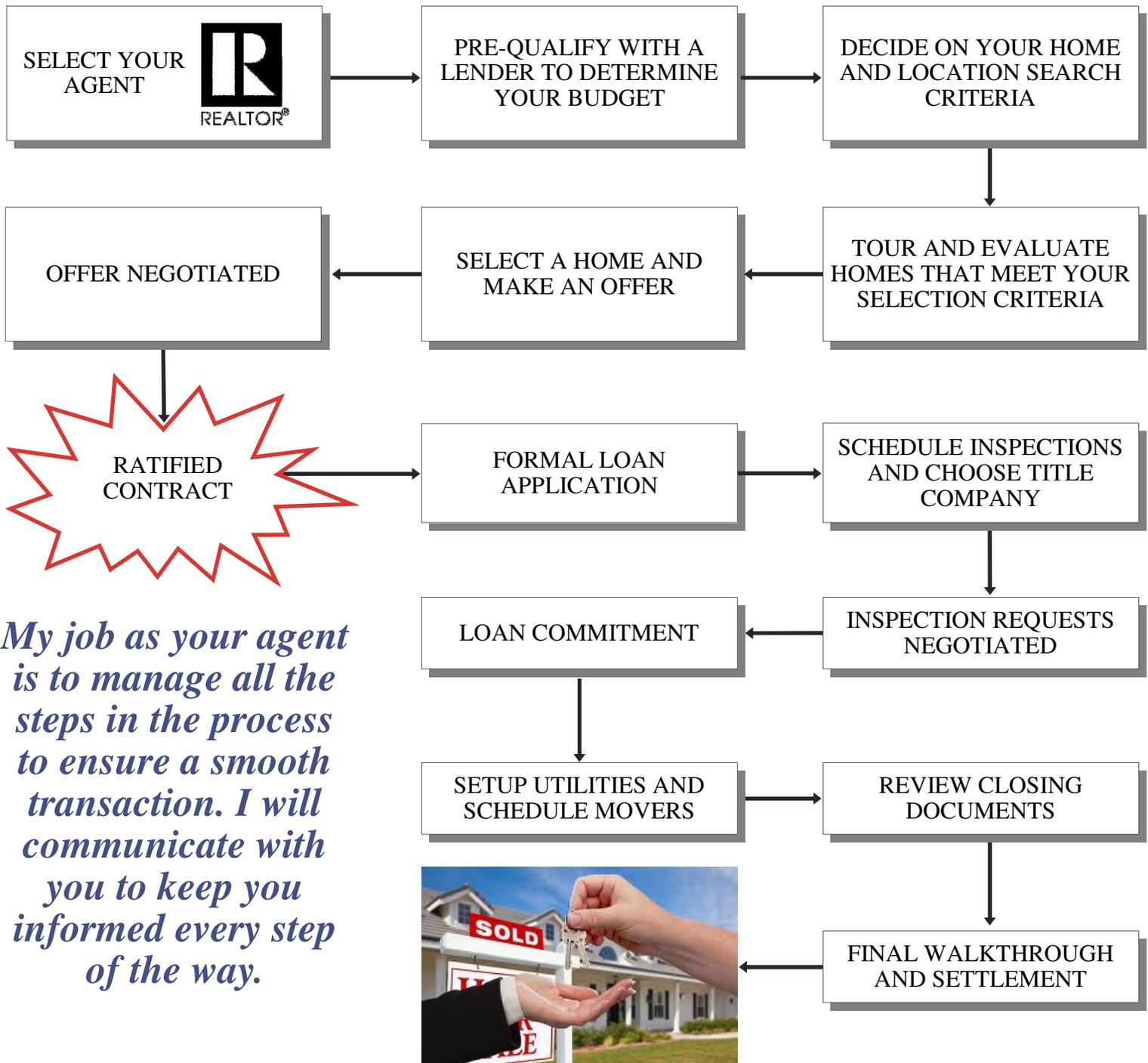
*You can expect me to go the extra mile to  
deliver extraordinary service to you.  
Working as a team, we will find the home  
of your dreams!*

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Each Office Independently Owned and Operated.

# THE BUYING PROCESS

Even if you have bought or sold a home before, the process can still be confusing. This chart will help you better understand the steps involved in your transaction.



*My job as your agent is to manage all the steps in the process to ensure a smooth transaction. I will communicate with you to keep you informed every step of the way.*

*Knowledge, planning and professional assistance are the keys to a successful home buyer experience.*

# ARE YOU READY TO BUY?

## *Do you have the finances to buy a home?*

The first and most important step in the home buying process is to meet with a professional lender to get prequalified for a mortgage. Knowing what you can afford is critical to making informed decisions.

## *Do you know what you want in a home?*

What is motivating you to buy? What property features (location, size, amenities, condition) do you want? What is your time frame? Whatever your answers, the more you know about the real estate marketplace, the more likely you are to effectively define and achieve your real estate goals. Once you get an idea of what you want in a home, it is very helpful and practical to talk to an experienced REALTOR<sup>®</sup> who knows the local markets, current market conditions and the many facets of the complex business of real estate. An agent can answer your questions, give you a realistic picture of the market and help you clarify your real estate goals.



That's the sign of  
a RE/MAX agent<sup>®</sup>

## *Hire a professional Realtor<sup>®</sup>!*

Utilize the vast knowledge and resources of an experienced, licensed REALTOR<sup>®</sup>. A buyer's agent will help you with valuation, negotiation, understanding the contract, financing, inspections, and closing. Your agent manages all parts of the buying process and in most transactions, the **seller** pays your agent to exclusively represent you.

# MY ROLE AS YOUR BUYER AGENT

*My specialty is representing your best interests throughout the home buying process.*

*Comprehensive, high-quality service saves you time and money and enables you to make a decision based on the best information.*

## *Serve as your Trusted Advisor*

- ★ Refer you to experienced, professional lenders to discuss financing
- ★ Determine your vision of your new home
- ★ Assist you in identifying locations that meet your needs

## *Act as your Property Specialist*

- ★ Help you find homes that meet your budget and needs
- ★ Educate you on previewing properties online using aerial maps and photos
- ★ Review listings that meet your criteria and assist you in eliminating unsuitable properties
- ★ Tour properties with you and help you evaluate them
- ★ Assist you in refining your search criteria based on showing feedback

## *Serve as your Experienced Negotiator*

- ★ Research comparable sales to help determine best offer price
- ★ Prepare and review the sales contract
- ★ Represent your best interests in all negotiations
- ★ Facilitate the negotiation of any counter offers

## *Act as your Transaction Coordinator*

- ★ Help schedule and evaluate all inspections
- ★ Work closely with your lender to ensure all documentation is collected and processed
- ★ Review and explain all documents
- ★ Keep you consistently informed



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FOR SALE TO SOLD**

