

Outstanding Agents. Outstanding Results.™

# **The Peter Micheli Team**

## **Buyer Presentation**



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## ***“The American Dream”***



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## The Peter Micheli Team Facts...

- A consistent “top 10” RE/MAX Team
- Certified Residential Specialist - leader
- Platinum Club Member - leader
- Hall of Fame Member - leader
- 2002 RE/MAX'er of the year for New England - leader
- 25+ year member of RIAR - leader
- Personal team administration services
- State-of-the-art systems



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## The Peter Micheli Team

### The Mortgage Process

Our list of professional mortgage companies are familiar with a variety of mortgage products, and will help you find the best mortgage to meet your needs

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We will supply you with a list of professional real estate lawyers who can conduct a thorough title search on the property you purchase and assist you to a successful closing

### The Title Process

### Inspections

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We will supply you with a list of professional inspection companies, who can conduct all inspections requested by you



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## Our Mutual Objective Is To Find Your “Ideal” Property...

- At the best possible price
- In the shortest amount of time
- With the most favorable terms
- With as little hassle as possible



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## Working Together...

- You & I will be working as a team to find you the right property
- Communication and cooperation for a successful purchase



## My Objectives

- Listen carefully so I understand your objectives
- Create an automated search plan for you
- Explain our business relationship
- Explain the property search & purchase process - my responsibility, your responsibility
- Help you in the loan approval process
- Search for properties which meet your needs & objectives
- Provide you with information to help in evaluating property for sale
- Prepare an “offer to purchase”
- Review what happens from contract to the closing



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## **RE/MAX Stands For Real Estate MAXimums**

- **MAXIMUM** experience
- **MAXIMUM** market exposure
- **MAXIMUM** service



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## **RE/MAX SALES ASSOCIATES Of The Peter Micheli Team**

- **RE/MAX is a world leader in residential real estate with over 4,000 full-service offices**
- **Over 70% of RE/MAX sales associates' business comes from repeat business or referrals from past customers and friends - more than twice the industry average**
- **RE/MAX sales associates proudly number over 100,000 full-time, professional agents, worldwide**



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## Where Do We Find The “Ideal” Property?

- Property currently listed for sale in the MLS
- For sale by owner (FSBO)
- New Properties (Builders)
- Networking our real estate contacts



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## **I Will Work Hard To Find Your “Ideal” Property**

- Pledge of professionalism
- Determine your wants, needs and abilities
- Facilitate the loan approval process
- Search for your ideal property in the MLS
- Additional networking to find your ideal property
- Great communication during transaction
- Provide you with a list of service providers



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## Personalized Marketing

- Direct contact with the top listing agents in the area
- Direct contact to homeowners who have not listed their property for sale in the MLS
- You and me working as a marketing team



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## Compensation

- If the property you buy is listed for sale in the MLS: request fee from listing office
- For sale by owner (FSBO): request fee from owner
- New construction: request fee from builder



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**The compensation comes directly  
out of seller's proceeds, with no  
additional fee to you!**



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## **My Professional Commitment To You:**

- Determine your desires, needs & qualifications
- Show property in MLS which meet your needs
- Write offer and complete purchase agreement
- Provide you with a list of service providers
- The details of the sale process to closing



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## Your Commitment To Me:

- Authorize “Loyalty Agreement”
- Work only with me during agreement period
- Be available to preview properties
- Inform me of any changes in your circumstances



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## Web-Based Service & Information

**RE/MAX**  
RE/MAX 1st Choice

### The Peter Micheli Team

SERVICING ALL OF YOUR REAL ESTATE NEEDS

**Homes For Sale:** Looking for just the right property? Check here first!

**Buyer/Seller Tips:** Read through helpful tips of information on buying or selling your home!

**Sold Homes:** Click here to view sold properties.

**FREE On-Line Home Evaluation:** Let us figure out how much your home is worth in today's market!

**Local Schools:** Identify the best school district for your family with our free schools reports.

**Local Weather:** Get up-to-date information on weather in the surrounding communities.

**Map & Driving Directions:** Need a map to our office or anywhere else?

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**We're a Team  
Let's Work Together!**

**Thank –You  
The Peter Micheli Team**

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