



SO YOU'RE THINKING OF BUYING A PROPERTY...

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WHY HIRE A TEAM VS. AN AGENT

Real estate teams are quickly taking over the real estate industry and offer buyers many advantages they won't get by using a single agent. Real estate teams are just that - a team.

There is more than one person involved in the process, which means you get the most qualified person for each step in the process. Real estate teams will have team leaders who help the Agents when they have a problem or issue they haven't deal with before.

The team will also have Agents that specialize in just working with clients buying or selling. A great team will even have a client care person to help you with coordinating things once your offer is accepted. This creates a much more streamlined buying experience vs. the Agent who is trying to do it all.



CREATE A WISHLIST

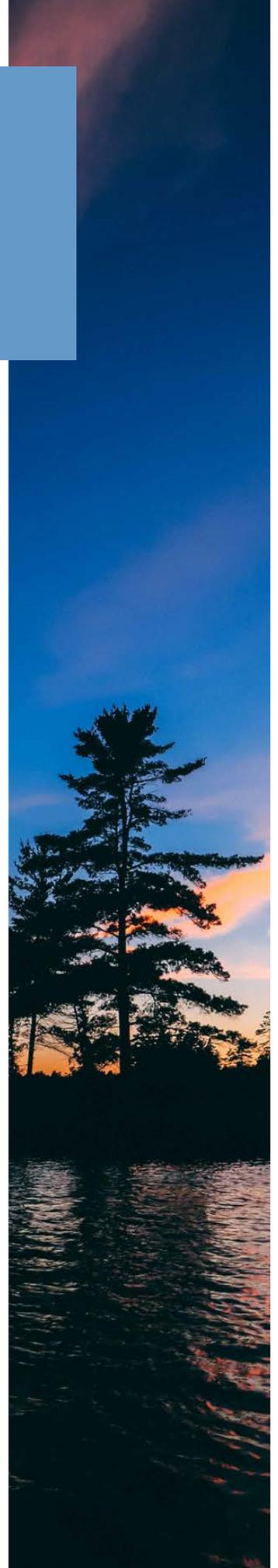
THIS STEP IS EASY FOR MOST BUYERS!

As they have typically been thinking about buying for a while. Before you get too deep into the search process, you need to create 3 lists:

1. **Must have items** - These are the things you cannot live without under any circumstance
2. **Nice to have items** - Things you could live without, but if you can get them it's a big plus!
3. **Can't live with items** - These are the deal-breakers or the items you just won't live with.

Whatever it is write it down and share this list with your Agent.

That way they know what to look for, as sometimes they'll hear about a property before it's listed, if they know what you want they can notify you before it's made available to the general public.



INITIAL MEETING

The Patrick McAuley Group of Realtors is made up of people, and people buy homes.

We're not just experienced Real Estate professionals, we're home buyers too. It takes more than a trained Real Estate Agent to understand the needs and concerns of Buyer clients. It takes someone who has been there, someone who has the same concerns when they're home shopping.

We will discuss the 3 key points that will start with the buying process:



LOCATION



PRICE



**PROPERTY
TYPE**

Once we have an idea of your criteria for a home selection, we can set up a search in which we will send you emails to keep you informed of new listings and price reductions of qualified properties.



PURCHASING A HOME IS ONE OF THE MOST IMPORTANT DECISIONS YOU'LL MAKE.

The right advice and guidance is paramount. Experience and expertise matter, and they can make a significant difference in making sure that you not only find the right house, but that you also pay the best price.

At the Patrick McAuley Group, we not only have a thorough understanding of the marketplace, we also have access to many properties that are off-market and an awareness of properties that are about to be listed. We will listen to your needs and find you the perfect home and we will make sure that you make an educated and informed decision.

Once you choose a property we will represent your interest vociferously throughout the purchase process, negotiating the best possible purchase price, managing and

SHOWINGS

The Patrick McAuley Group makes themselves available to do showings at the convenience of our clients. Having multiple Agents on the team always allows for someone to be available.

Our administrative staff arranges all appointments with brokerages and Agents in a timely manor to allow our clients to enjoy the home buying process. Our Agents are extremely knowledgeable and come to appointments prepared with information about the property being seen and being able to answer any questions you may have.

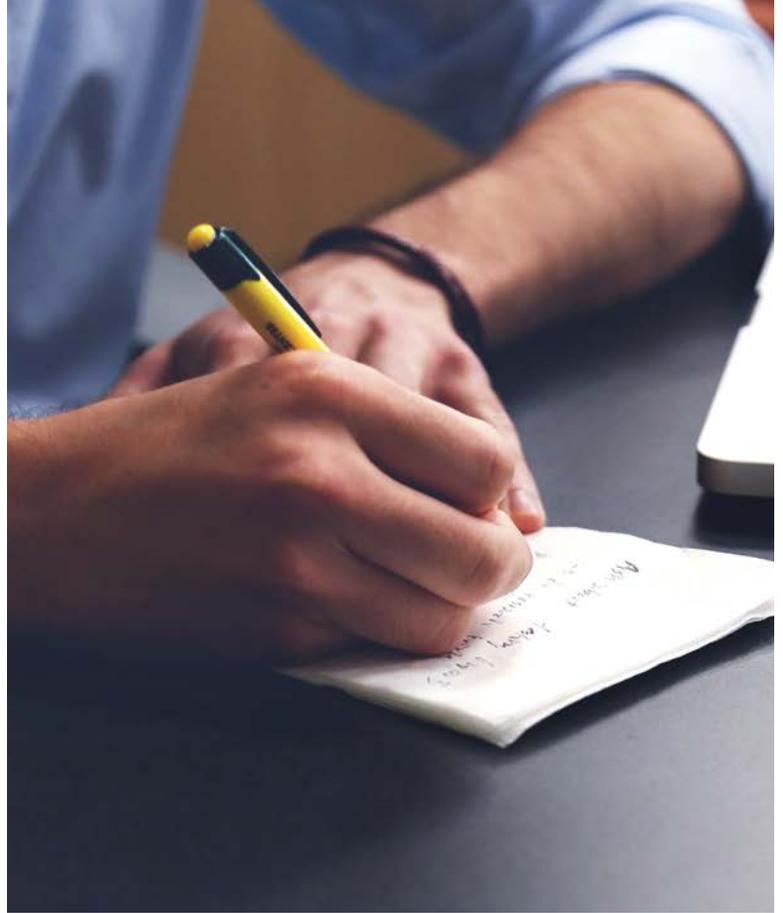
When viewing properties you should do so with a game plan, otherwise different homes will start to blend together and you'll forget which homes had what features.

Make sure to make a few quick notes (using your phone or pen and paper) after viewing each property and score that home from 1 to 10. That way you'll have a reference later when thinking about your options.

Other things you'll want to think about when viewing the property include:

- The condition, beyond just the cosmetic details
 - How old are the appliances?
 - Do the major mechanicals need work?
 - Is it really as updated as it looks?
 - Is the staging being used to hide anything?

Staged and cosmetically updated homes can feel newer than they are, so make sure you're allowing yourself to look past the initial wow factor of the property.



MAKING AN OFFER

Your Agent will now draft an Agreement of Purchase and Sale that you'll sign and submit to the seller of the property.

The Agreement of Purchase and Sale will outline the price you're willing to pay and the terms on which you're willing to buy the home. You'll include a list of any items that you want to remain in the homes (i.e. appliances, light fixtures, TV mounts, et cetera) and include any conditions you require (such as a home inspection or financing). Speak with your Agent to find out what terms can hinder or make your offer more enticing.

Everyone during a negotiation has to be willing to sacrifice something. A minor detail to you as the buyer might mean everything to the seller, so make sure your Agent asks before you make an offer what things are important to the seller.

OFFER PREPARATION

DETERMINE PRICE

Figure out how much your initial offer should be, you have to work backwards from how much you're willing to pay when all is said and done. Analyze comparable sales, market conditions, property conditions and financial considerations along the way. As long as the homework is done right and the ducks are in a row, you will feel confident in your initial offer.

DEPOSIT

The deposit shows your good faith and will be applied against the purchase of the house when the sale closes.

DETERMINE CONDITIONS

The clauses that are added into the Agreement of Purchase and Sale are very important. Your Agent will be able to offer a clear summary of each clause so that you'll have a clear understanding of each of their meaning. The Patrick McAuley Group will ensure that you are covered in every aspect of the purchase.



A scenic sunset over a lake with a dark overlay for text. The sky is a mix of deep blue and vibrant orange/pink, with a large, dark, diagonal shape in the upper left. The water in the foreground is dark with some ripples, and the background shows a line of trees silhouetted against the sunset.

THANK YOU

FOR CHOOSING THE PATRICK MCAULEY GROUP OF REALTORS!