



Buy With ROOST™

I can't spend another night in this house.

Have you ever felt this way about your house or apartment? Maybe this is your year. Maybe there's a move in your future.

- Do you need more space for a growing family?
- Do you want to locate to a new neighborhood or school district?
- Are you thinking about moving to a smaller home or condominium?
- Do you want to take advantage of a great buying opportunity?
- Is it simply time for a change?

If you're like most buyers, you're excited about the idea of moving but also a little nervous. After all, whether you are buying your first home, or your next home, this **is** a big deal. Do any of these thoughts sound familiar?

- Am I really ready for this?
- Will I be able to get a loan?
- Can I afford the house I want?
- How do I know what a new house is really worth?
- What if there are problems with the house I can't see?

Don't worry, it's normal. The last thing you want to do is make an expensive mistake. You want you to fall in love with your new place, but you want it to be a good investment too. We're here to help and have some fun along the way.

A Different Kind of Brokerage

At ROOST Real Estate Co, our agents work by referral. This means that most of our business comes from past clients who refer new buyers and sellers to us. Our very best clients are those that are referred by people we have worked with in the past.

ROOST agents understand that the way to earn referrals tomorrow is by taking care of business today. They take the time to get to know their clients and understand their homeownership goals. That is a big reason why our clients return to us again and again. Many of our agents are at the point in their careers when their early clients are referring their children to them.

We are the real estate company people turn to at every stage of their lives. We are there when our clients rent their first apartment, buy their first home, buy their first investment property, and buy their retirement villa on the beach. We create clients for life.

***ROOST® Real Estate Co.** agents are experts in their field and experts in the community in which they live and work. **ROOST®** agents are some of the most experienced in the business. Every **ROOST** agent is a full time professional and passionate about helping people live the way they want to live today.*

We Work At Your Pace

Many of our clients are motivated to find a house and make an offer right away. Other clients are on a longer time frame and may not be ready for a year or more. For others, it may take a few months to address some credit challenges necessary to get a mortgage. Whatever your time frame, we want you to be comfortable and not feel rushed. We will be ready when you are.

Having said that, it is never too early to begin the process of applying for a mortgage. Our business partners in the lending industry are the very best at what they do. They understand the needs and concerns of their buyers. Being pre-approved for a mortgage means you can focus on houses you can comfortably afford, and when you find the right property, you will be ready to make an offer.

Buy With ROOST™

Buy With ROOST™ is the end result of working with thousands of buyers, over many years, in all sorts of housing markets. It is everything we know about helping buyers realize their homeownership dreams.

Whether you are looking for your first home, or your next, we want you to have the knowledge and the confidence you need to be successful in today's market. Buy With ROOST™ makes the home buying process quick, easy, and enjoyable. Here are some of the benefits you can expect when you work with a ROOST Real Estate Professional.

Agency Law Matters

Most states have some form of buyer agency and seller agency. Many have transaction agency and a few have some form of dual agency.

We explain the agency relationships in your state so you know exactly who is on your side - and who is not.

Any Home You Want

It is important to understand that your ROOST Real Estate Professional can show you and sell you any home listed with any other firm or agent. In some instances, we can help you with homes that are listed by owner without the benefit of a listing agent.

We want to help you so you get the agency representation you deserve.

Using the Internet To Your Advantage

Everyone these days is looking at houses online long before they call us. In our experience, the best website and app to use is Realtor.com. We Realtors have a direct feed to Realtor.com through our multiple listing service or MLS. Zillow, Trulia, and the rest have a lot to offer as well, but Realtor.com at the end of the day generally has more current information.

We show you how to use the internet to your advantage so you always have the most up-to-date and accurate information about the local market.

Helping You Find Your Perfect Home

A big part of our first meeting is logging onto the MLS together and entering the criteria you want in a home. We set up a search in the area or areas you want to live, we enter the price range you want to be in, and the amenities you would like to have. Then, we 'save' the search so that when a home you might like hits the market, it shows up in your email inbox.

We get you information about new listings fast so you can be first in a 'hot' market.

Working With Your ROOST Real Estate Professional.

Most buyers look at a hundred or more listings on line before actually making an appointment to see one. Just based on the pictures, maps, and details provided you are going to eliminate at least 70% of them from consideration. After some quick drive-by's to check out the neighborhoods, you'll likely end up with six to twelve homes you want to see.

We work hand in hand with you so we don't waste your time dragging you through houses you've already seen online.

Getting Pre-Approved For a Mortgage

Knowing what type of loan you qualify for is important because it tells us which listings we should focus on. Getting pre-approved also makes you a more attractive buyer when it comes time to make an offer. Your pre-approval letter is the closest thing to cash you can have.

We introduce you to the best lenders in the business so you can be the most powerful buyer you can be.

How Much Should I Offer?

The best way to figure out if a home is priced right is to look at the sales of similar homes in the neighborhood going back at least six to 12 months. This is where your ROOST Real Estate Professional's experience and expertise is absolutely critical.

We show you what homes in the neighborhood are selling for so you can make your best offer.

Contingent Offers

If you have a home to sell, and a mortgage to pay off, before you can close on your new home, then we will make your purchase 'contingent' on the sale of your current home. Your ROOST Real Estate Professional will guide you through the process, and work with you to coordinate all of the details.

We can help you sell your existing home so you can get into your new home.

Home Inspections

Your purchase contract will include the opportunity to hire a registered home inspector to go over the home from top to bottom looking for problems. The contract will be contingent on obtaining favorable inspections. If a major problem is discovered, and the seller is unable or unwilling to correct it, you will have the right to walk away from the purchase.

We will refer you to a reputable home inspector so you know exactly what you're buying and what to plan for in the future.

Contract to Closing

Finding the house of your dreams and getting it under contract is only half the battle. Expect that it will take 30 to even 60 days to get from an accepted contract to

the closing table. At the closing, money will change hands, and the seller will sign the deed over to you.

Your ROOST Real Estate Professional will help schedule your appraisal and inspections, follow up on any repairs that need done, coordinate with the title company, and handle anything else needed to complete the sale so you can focus on packing up for the move.

Let's Have Coffee

We invite you to schedule a NO obligation buyer consultation today. The meeting will take less than an hour. Here are our questions for you:

- What is the most important thing to you about this move?
- What concerns do you have?
- Why is this the right time for you to buy a new home?

We will make sure to cover:

- How we represent you.
- What working with a ROOST Realtor® is like.
- How to make the Internet work for you.
- Mortgage qualification vs. pre-approval.
- How not to pay too much for your home.
- Making an offer and negotiating counter offers.
- Inspections and hidden problems.
- Getting to closing and moving in.
- ALL of your questions answered and concerns addressed.

We will go over our step by step process of buying a house and talk about how we can best work together. Finally, we will log onto the Multiple Listing Service (MLS) website together so you can see exactly what we see as we start your search.

The ROOST Commitment

Buying your first, or your next home, can be challenging and a little scary. There will be ups and downs along the way. Your **ROOST® Real Estate Professional** will be by your side from start to finish. We have to do the best job we possibly can for you because our business depends on earning your referrals for years to come.

The best part about Buy With ROOST™ is that our services are absolutely free!

Yes, our services to you as your buyer's agent are absolutely FREE. We know that sounds too good to be true. Here is the short version of how it works.

When an owner signs a contract with a real estate broker to sell their home, they agree to pay them a fee at closing. The fee is usually a percentage of the final selling price. The listing broker then offers a portion of that fee, usually half, to all of the other brokerages in the area in hopes that one of them has a buyer for their listing. The brokerage that earns the commission shares it with the agent working with you.

You should know that your ROOST Real Estate Professional does not get paid by the hour, or earn a salary of any kind. They work on commission and only get paid when they successfully guide you through a successful closing.

You're In Charge.

You owe it to yourself to experience the satisfaction of working with a professional that has your best interests at heart. We don't try to bind you to us legally with exclusive agency forms like other firms. If you don't feel comfortable committing to working with your ROOST agent after your first meeting, you are under no obligation to do anything. But, we're pretty sure you'll be excited about moving forward.

You owe it to yourself to find out what's possible right now for you and your family. Imagine how great it is going to feel when you move in to the home of your dreams. You can do this! Make the call. What do you have to lose?

Care to learn more?

[Click Here](https://www.kys.coach/HomeBuyingJediMaster-a92753) for access to **The Home Buyer Jedi Master Scorecard**. See if a ROOST Real Estate Professional can help you live the way you want to live today. If you happen to be reading this offline, the web address is <https://www.kys.coach/HomeBuyingJediMaster-a92753>.

Helping clients make the big moves in their lives is one of the most rewarding parts of our jobs as **ROOST®** real estate professionals. It is how we help our clients live the way they want to live today. We appreciate the trust you are placing in us to guide you through the process.

And oh by the way.... *If you know of anyone interested in buying or selling real estate, we hope you will think of us. We promise to take great care of everyone you refer to ROOST Real Estate Co.*

Thank you!