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BUYER'S GUIDE







Melanie Schmidt: REALTOR® CRS, CNHS, GRI, SFR

Hi, I'm Melanie Schmidt, Licensed Realtor with RE/MAX Results living in the Rochester area for over 35 years. I have worked in the Real Estate Profession for over 20 years, starting my Career as a New Construction Builder Representative, and then becoming a Licensed Realtor in MN. Selling your Home can be Stressful and Overwhelming. We pride ourselves in taking the stress out of selling your home. We provide the tools needed for a successful Sale . We offer Home Rejuvenations and Staging/ Prepping your Home for the Market and A Hand to Hold to get you through the Process. I love helping People find their dream home and find it to be a Very Rewarding Experience. It's Exciting to see Everyone's own Personal Vision of what they want their Castle to look like. I have had extensive experience in Foreclosures, Investment Properties, Luxury Homes , Relocation ,First Time Home Buyers and Elderly. I'm here, along with my Excellent Team to Work for you to Create a Lasting Relationship. We Pride Ourselves on Integrity, Attention to Detail and Excellent Client Relations. We look forward to assisting you on your Home Journey. I can't wait to meet you! Welcome to Your New Home! Regards, Melanie.



Christopher Schmidt: REALTOR®

Hi, I'm Christopher Schmidt, a licensed real estate professional in Minnesota with RE/MAX Results. With over 13 years of experience, I've had the privilege of helping clients navigate the real estate market with confidence. From the beginning of my career, I knew that joining forces with my mother to create The Schmidt Group would be an incredible opportunity. Together, we combine our expertise, market knowledge, and dedication to provide our clients with the exceptional service they deserve. Real estate has been an exciting and rewarding journey, and I'm grateful for the relationships I've built along the way. Whether you're looking to buy, sell, or explore your options, I look forward to assisting you every step of the way. Let's make your real estate goals a reality! — Chris

GET IN TOUCH

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The Value of an Agent

A PROFESSIONAL GUIDE

Selling a home usually requires dozens of forms, reports, disclosures, and other technical documents. A knowledgeable expert will help you prepare the best deal and avoid delays or costly mistakes. Also, there's a lot of jargon involved, so you want to work with a professional who can speak the language.

HIGH ETHICAL STANDARDS

Every REALTOR® is legally required to adhere to a strict code of ethics, which is based on professionalism and protection of the public. As a REALTOR®'s client, you can expect honest and ethical treatment in all transaction-related matters.

OBJECTIVE INFORMATION AND OPINIONS

REALTORS® can provide local information on utilities, zoning, schools, and more. They also have objective information about each property. REALTORs® can use that data to help you determine if the property has what you need.

EXCLUSIVE MARKETING POWER

Property doesn't sell due to advertising alone. A large share of real estate sales comes as the result of a practitioner's contacts with previous clients, friends, and family.

NEGOTIATION AND CONTRACT EXPERTS

There are many factors up for discussion in a deal. A REALTOR® will look at every angle from your perspective, including crafting a purchase agreement that allows you the flexibility you need to take that next step.

UP-TO-DATE INFORMATION

Most people sell only a few homes in a lifetime, usually with quite a few years in between each sale. Even if you've done it before, laws and regulations change. REALTORS® handle hundreds of transactions over the course of their career.





PROVEN RESULTS

Who you work with matters. RE/MAX Results has a long history of helping buyers & sellers and reputation as being the best in the business.

1,200

SALES EXECUTIVES

53

OFFICE LOCATIONS

16,800

UNITS SOLD

$6.5BILLION

CLOSED SALES VOLUME

#1 NATIONALLY

PER AGENT PRODUCTIVITY



HOME BUYING PROCESS

A good agent can be trusted to guide you through each step of the home buying process.

1. CHOOSE AN AGENT
2. GET PRE-APPROVED
3. FIND YOUR HOME
4. MAKE AN OFFER
5. PURCHASE AGREEMENT
6. HOME INSPECTION
7. HOME APPRAISAL
8. TITLE COMMITMENT
9. FINAL DOCS TO LENDER
10. CLOSING DAY

HOME BUYING BREAKDOWN

STEP 1: GETTING STARTED

CHOOSE AN AGENT

- Consultation, Strategy, and Goal Exploration

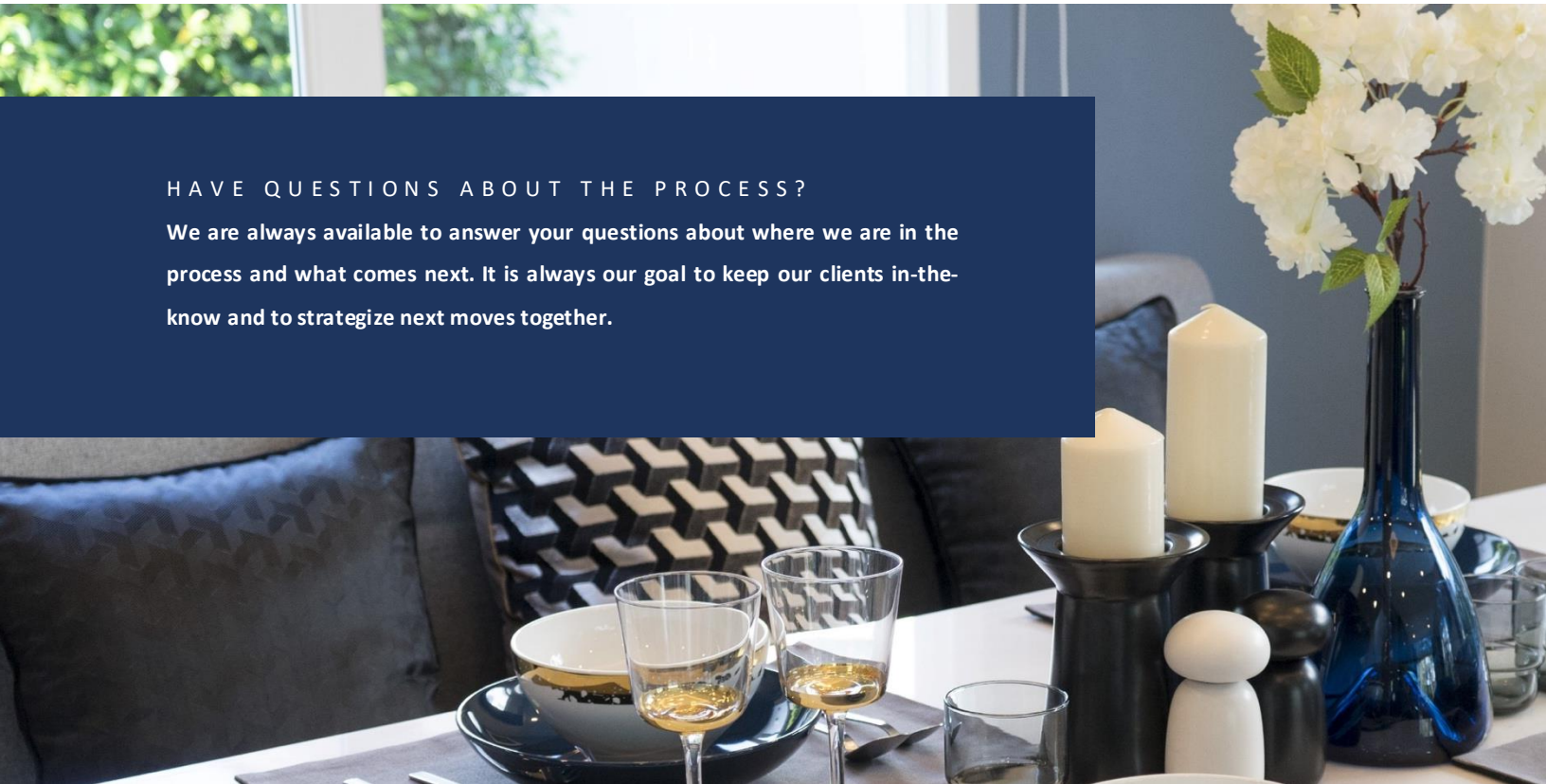
GET PRE-APPROVED

- Talk to a Mortgage Lender
  A loan officer will look at your finances and pre-approve a budget that works for you.

STEP 2: HOME SEARCH

FIND YOUR HOME

- Search For Homes
  We will send listings that match your criteria directly to you.



HAVE QUESTIONS ABOUT THE PROCESS?

We are always available to answer your questions about where we are in the process and what comes next. It is always our goal to keep our clients in-the-know and to strategize next moves together.

STEP 3: OFFER & UNDER CONTRACT

MAKE AN OFFER

- Discuss Offer Details
  Together, we will build a competitive offer that works for you.
- Submit Offer

PURCHASE AGREEMENT

- Review & Sign Purchase Agreement.

HOME INSPECTION

- Licensed Inspector Examines the Property
  The offer you submit will most likely be contingent upon inspection. Issues that arise during the inspection can be negotiated if need be.

HOME APPRAISAL

- Confirming the Lending Value
  Most lenders require an appraisal before approving the purchase.

STEP 4: HOME-STRETCH

TITLE COMMITMENT

- Title History Check
- Remove Contingencies
  A title company will address/remove any roadblocks associated with a home's title.

FINAL DOCUMENTS TO LENDER

- Mortgage Company's Final Approval of Funds.

CLOSING DAY

- Final Walk-Through has been Completed
- Sign Documents, Transfer Deed, and Disburse Funds.

FINDING THE RIGHT HOME



FOCUS YOUR SEARCH

Focus on key criteria to narrow down your search. Price, city, neighborhood, home features, school districts, and commute time are all things to take into consideration.



ONLINE REVIEW

We will hand-select properties that match your criteria. In addition, We will set you up with an MLS search, so viable options will be sent directly to your inbox. Browse photos, layout, description, and details online to determine which are worth visiting.



DRIVE-BY REVIEW

A simple drive past the property can reveal a lot of information that may not be apparent online. How does the neighborhood feel? Does the home look as good in person?



PRIVATE SHOWING

Think you found the house? We will schedule a private showing for us to review the property in person. We will use this opportunity to get a better feel for the house itself and uncover any basic issues that may affect your decision.



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EXCLUSIVE TOOLS FOR BUYERS

BUYER DATABASE

RE/MAX Results offers an exclusive buyer database which allows agents to internally advertise buyer needs and match them with homes before they're available to the public. Your listing is added to our community of nearly 1,300 agents to be matched against our pre-MLS buyer need database. When a buyer need matches you listing, your agent is immediately notified.

RESULTS INSIDER

Results insider is another internal platform exclusive to RE/MAX Results. Buyers have the advantage of knowing about listings before they go live to the public, and with an in-house network of over 1,000 agents posting daily, you're sure to have your pick of the market.

RESIDE MOVING CONCIERGE

We've partnered with Reside by Live Easy to provide you with a well-designed, easy-to-use technology platform that streamlines the entire moving process. Reside is a smarter and safer way for you to transfer and connect utilities and home services, file USPS mail forwarding, update all accounts and records, share digital moving announcements, and more. Don't miss a beat!



SERVING THE COMMUNITY

We proudly support both Children's Miracle Network Hospitals and the Results Foundation, to which we donate a portion of every closing to these causes.

CHILDREN'S MIRACLE NETWORK

Since 1992, REMAX agents and offices have helped Children's Miracle Network Hospitals support millions of kids each year, mostly by participating in the Miracle Home Program and making donations in their clients' name after each home or property transaction. Miracle Home yard signs also serve as an indicator of the agent's commitment to helping kids in their very own neighborhood.

Over the years, REMAX Results Sales Executives have donated over $1,056,700 to Children's Miracle Network Hospitals.

RESULTS FOUNDATION

The Results Foundation was established in 2015 by REMAX Results to give back to local communities by providing grants and scholarships to organizations and individuals throughout Minnesota and Wisconsin, believing there's no greater investment than helping individuals and communities overcome obstacles and achieve their goals. Inspired by the philanthropic work of the Sales Executives and staff of REMAX Results, the foundation has donated nearly $200,000 in grants to date.

Find out more at: resultsfoundation.net.



WORKING AS A TEAM

OUR PROMISE TO YOU

- Communication the way you prefer. Whether it's texts, emails, or a phone call, we promise to correspond with you the way you prefer.
- Present all listings to you and assist you in evaluating them.
- Facilitate the negotiation process.
- Monitor progress toward closing and keep you informed.
- Stay in contact with the listing agent.
- Be present at closing to ensure a successful conclusion.

BUYER COMMITMENTS

- Work exclusively with us for the purchase of the property.
- Supply accurate & relevant financial information for purchase.
- Contact us to schedule any property showing appointments, including open houses.
- Keep in close communication during offer negotiations and closing commitments.

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