Buying Your Home

A Step By Step Approach





Over 3,500 Homes Sold Since 2015!

Proudly rooted in Loudoun County, Virginia, The Platinum Group Real Estate Team is honored to be ranked among the top ten largest teams at Real Broker, LLC.

Our powerhouse team of 68 top-performing agents serve clients across 21 states and Washington, D.C., with a strong presence in Virginia, West Virginia, and Maryland.

With **deep community roots** and a **nationwide agent network**, we're here to help you achieve your real estate goals by offering local expertise, personalized guidance, and powerful results - every step of the way.

Over

$1.72 billion

in real estate sold

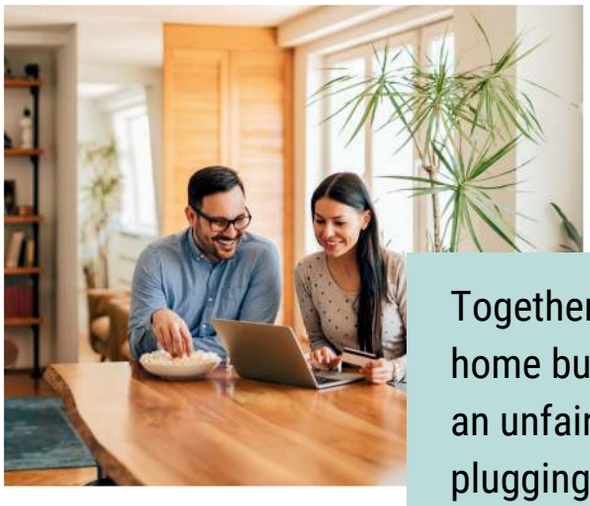
Recognized in

Washingtonian as a

Top Elite Team in the DMV Area

The Platinum Group Real Estate Team is proudly affiliated with Real Broker, LLC.

Real Broker is the fastest-growing publicly traded real estate brokerage in North America, selling a home every nine minutes!



Strategic Home Buying Process

Together we will work on a strategy that serves your home buying needs and budget. Our goal is to bring you an unfair advantage by working with us. We do that by plugging you into our track record of success.

There Are 4 Key Phases To The Home Buyer Journey

Strategy | Search | Contract | Closing

Strategy

MEET WITH MORTGAGE ADVISOR

Meet with a lender to get preapproved, discuss loan options, budget, and more.

- Loan Options
- Home Buyer Programs
- Down Payment
- Closing Costs

HOME BUYING STRATEGY

Discuss the market, process, and home buying strategy.

- Game Plan
- Timing
- Motivation
- Non-Negotiables
- Wants & Needs

Search

FINDING THE RIGHT HOME

Identify properties through traditional methods and our Priority Access Program.

- Pre Market
- Targeted Mailings
- Social Media
- Expired/Canceled Listings
- Agent Network
- FSBO

SUBMIT AND RATIFY AN OFFER

We will look at recent sales, and current market conditions to prepare an offer that is fair and competitive in today's market.

- Offer Strategies
- Contingencies
- Negotiations

Strategic Contract to Close Process



Together we will work to meet all deadlines from contract to close. Our goal is to make sure you are familiar with your home and your loan before closing.

Contract

VENDOR MANAGEMENT

Provide information quickly to parties in the transaction, including:

- Lender
- Title Company
- Inspectors

CONTRACT MANAGEMENT

Monitor and meet deadlines and negotiate as necessary.

- ☑ Ratification
- ☑ Inspections
- ☑ Appraisal
- ☑ Negotiations
- ☑ Document Review

Closing

FINAL WALK THROUGH

Ensure property is in substantially the same condition and any negotiated repairs have been completed.

- ☑ Home Access
- ☑ Utilities Connected
- ☑ Required Repairs
- ☑ Broom Swept
- ☑ Belongings Removed

CLOSING

At closing, we will review all paperwork one final time with the title representative.

- Cash to Close
- ALTA Review
- Lender Paperwork/Title

The Power of a Buyer's Agent



The power of hiring a buyers agent is risk mitigation. An experienced agent advocates for clients, ensuring their best interests are top priority with a fiduciary duty to protect the buyer throughout the process. Just as sellers rely on listing agents to maximize their home's sale price and needs, having someone dedicated to your interests in the home-buying process is invaluable.

THE POWER OF WORKING WITH A PLATINUM AGENT

- Market Expertises and Knowledge
- Immediate Access to Homes
- Priority Access Program
- Personal Real Estate Advisor
- Offer Strategies



- Negotiation Tactics
- Transaction Management
- Timelines & Disclosures
- Preferred Partner List
- Love It or Leave It Guarantee

AGENT COMPENSATION

Agent compensation is more transparent than ever. Sellers are not obligated, nor have they ever been required to offer buyer broker compensation. Buyers should be prepared to cover their agent's fees, if necessary. As your buyer's agent, my role is to secure the most favorable conditions for your purchase, including negotiating a commission structure paid by the seller when possible.

Our Commitment to You

We know that you have choices when it comes to buying your home, and we do not take this commitment lightly. We will consistently go above and beyond to exceed your expectations throughout your real estate experience.



Follow us!

for news, listings, community outreach, and more

REAL Broker LLC | 844.551.7325