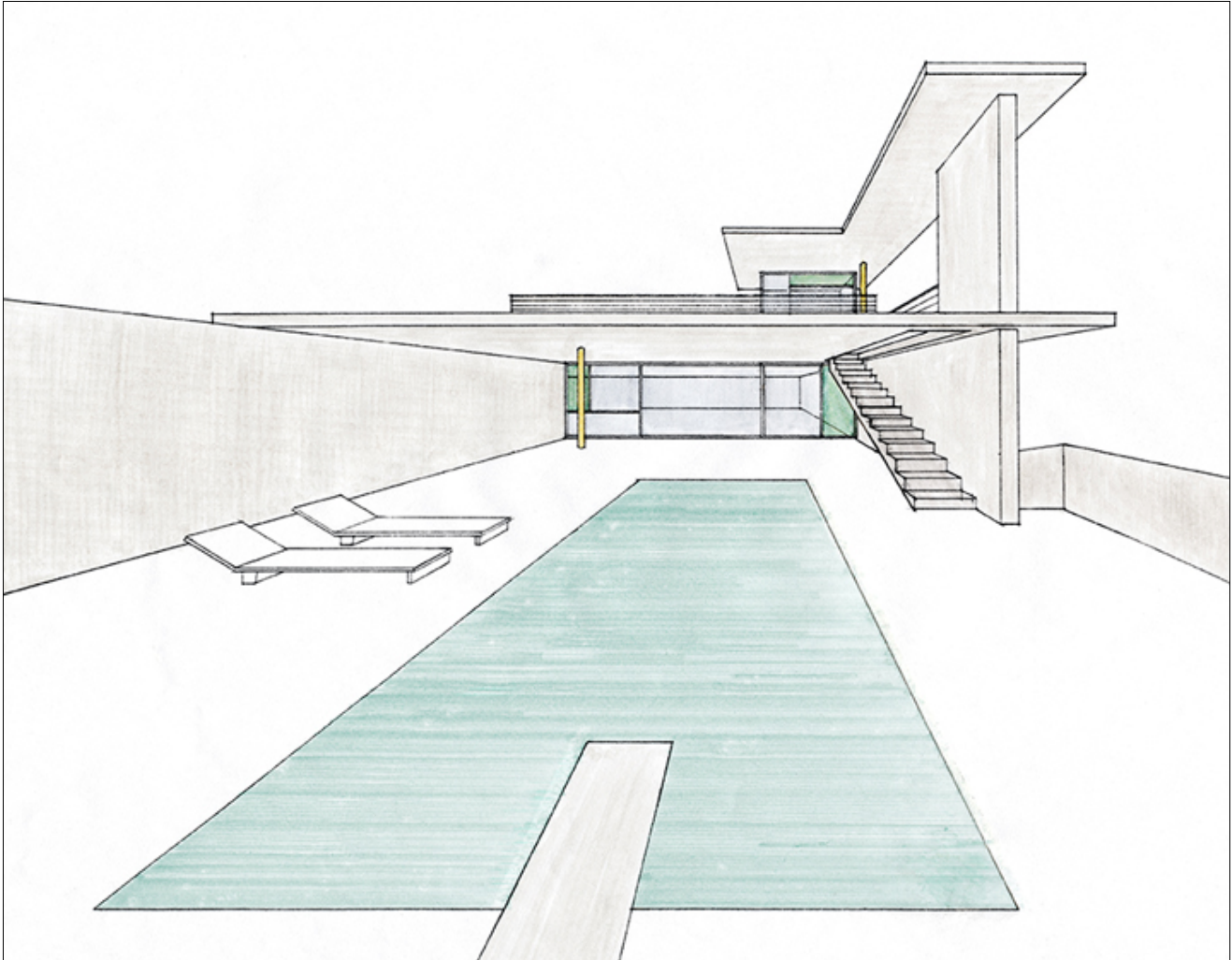

TONI GILLIARD

& ASSOCIATES
RESIDENTIAL & LUXURY HOMES SPECIALIST



Exclusive Buyer Guide

Prepared for: Client

Prepared by: Toni Gilliard, Residential & Luxury Homes Realtor

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HOW I WORK BEST FOR YOU

Again, congratulations on your decision to begin the House Buying Process! Whether this is your first home or your fifth, I will take you through every step of this enormous undertaking with care and attention to detail. I know you have a very busy schedule and finding the time to purchase a home can be rough. My goal is to make it as easy as possible for you so that you can do what you do every day and feel confident that your real estate transaction is being handled with superior service! Our value-added service is just the beginning.

No Pressure – Just Results.

I understand that your decision to purchase a home takes time. I work at your pace and speed. Whether you are just starting the process and are gathering information, or your needs are more immediate, I am here to help. I work at your pace and respect the fact that buying a home isn't always a decision that gets made quickly or overnight. I have dedicated myself to working with buyer clients like you, for three to twelve months, understanding your needs and motivation.

A Few Things You Should Know...

1. If you visit open houses:

Not all homes are held open on Sundays or weekdays and my goal is to save you time by scheduling a personal appointment for you, in which you will be the only buyer viewing the property in a private manner with no time restrictions.

However, should you visit an open house, please be sure to tell the agent holding the open that you are represented by me and the name of the real estate company that I work for. You will want to tell him or her, whether or not they ask. That way I will be able to represent you should you like that particular home and want to buy it. Please feel free to sign my name or show them my card. You are not obligated to provide them with your address, phone, etc. -- just give them your name and sign my name next to it.

Keep in mind that my job is to do all the work for you – keeping the home buying

process simple and easy.

2. “For Sale by Owner” Properties

If you are interested in a home that is “for sale by owner,” chances are, I have already been in contact with the seller and have information about the house that I can share with you. I am able to show you the homes and represent you with “for sale by owner” sellers and happy to contact the property owner to arrange a showing of their property for you. It’s sometimes difficult and awkward to negotiate directly with the seller, and their contracts will be heavily slanted in their favor regarding terms, contingency removals, dates, earnest money and more.

3. New Construction

If you are even remotely interested in building a new home or looking at new homes that are already in the process of being built, I can help. The builder’s salespeople represent the builder’s best interest, not yours. It does not cost any more to use a qualified REALTOR® when purchasing new construction; in fact, it will save you time and money. The builder only makes more profit when you purchase a home directly from them.

Buying a new home is a little more difficult and time-consuming than buying a resale home. I can professionally guide you through the process. Having spent years working with builders, I have a rapport with them, and a database of information about subdivisions, floor plans, etc. I am also very familiar with new home warranties and builder’s purchase contracts.

It is very important that your interests be professionally represented when you are entering into a contract for a semi-custom (spec home) or a build-to-suit home. These transactions are complex and the details must be exact, in order to protect you and ensure you get exactly the home you want!



4. ONLINE WEB SEARCH

If you are searching for homes online, you will want to do that through my web site address. My web site and/or my app includes the entire inventory of homes and listings currently on the market. Please do not call the listing agent or the agent that may be shown next to the home as they do not have your best financial interest in mind. Remember, I can show you any home on the market, listed by any company or agent and I can even sell you a for sale by owners. You will have the advantage of my professional expertise, experience and I will be looking out for your best financial interests and handle all of the details for you for a smooth and stress-free purchase.

Thank you for your business.

A handwritten signature in gold ink, appearing to read "Toni", with a stylized flourish extending to the right.