

## How The Gillig Group's work's with buyer clients...

- We learn about your lifestyle and needs so we will be able to better help you and your family find a home that fits your specifications and is in an area that will allow you to live the lifestyle you desire.
- We will preview homes for you. We will pre-view homes that match your search criteria and select the ones that best meet your needs. You can then choose any homes you'd like to visit in person before you arrive. We will email you multiple photos of the listings we preview in person so you can better decide if you want to view those homes yourself when you arrive.
- We help coordinate your home search. We will schedule time for you to view homes in person at a mutually agreeable time. You may immediately preview homes online using the instant MLS listings search tool at [www.GilligGroup.com](http://www.GilligGroup.com).
- If you are new to the area we will show you homes and give you an orientation of the area. We will look at the homes we have selected from the online preview. We will also show you the neighborhoods with homes that fit your needs based on the information you have provided as well as areas of interest such as shopping, schools, fitness, etc. that you will use to keep the same or better lifestyle you had before your move.
- We can direct you to local financing resources. In our dealings with local financing professionals, we have narrowed the selection down to a handful of trustworthy individuals that we trust to get you the best interest rate, lowest fees and make your transaction close in a timely manner. We can direct you to these professionals, you are of course free to choose who you want to handle your financing. If you are relocating due to a work transfer, you may want to ask your employer if they have a special home financing program with a major bank. It's always best to get the financing part set up before viewing homes because this will give you a firm grasp on what price range you will want to look and will provide us with a pre-qualification letter to include with any offer on a home you want to make an offer on immediately. The pre-qualification letter makes an offer more appealing to sellers and increases the odds of your offer being accepted over other offers of equal value without pre-qualification letters. This process should be started before we decide to preview homes in person.
- We will guide you through negotiations on your home purchase. The Gillig Group will work to get you the best value for your investment and provide you with current market analysis reports of recent home sales and current home listings to compare against the investment you are about to make. We can also give you an estimation of what the average annual appreciation will be on almost any property by providing tax records of that property and its comparables. The tax records will show past sale amounts of the last few owners of those properties. We can estimate the appreciation from those sale amounts and sale dates.
- We continuously monitor the progress of your transaction. The Gillig Group will work closely with the financing professionals, home inspector(s), closing attorney and Title Company to make sure your transaction closes when you need it to close.
- We provide you with progress reports. The Gillig Group will update you on every major step toward closing your investment. A group specialist will always be available by phone if you have any questions during this process.
- We will attend the closing with you. A group specialist will be with you throughout the closing process to answer any questions and insure a smooth property transfer.

# What A Realtor® Can Do For You

The Gillig Group REALTOR® you work with will be one of your most valuable resources. Unlike many real estate agents who are simply licensed by their state to do business, Gillig Group agents are REALTORS® who have taken additional steps to become members of the local board of REALTORS® and have agreed to act under and adhere to a strict Code of Ethics. Plus...

A Gillig Group REALTOR® can help you determine how much home you can afford. Often a REALTOR® can suggest ways to accrue the down payment and explain alternative financing methods.

A Gillig Group REALTOR®, in addition to knowing the local money market, also can tell you what personal and financial data to bring with you when you apply for a loan.

A Gillig Group REALTOR® is already familiar with current real estate values, taxes, utility costs, municipal services and facilities, and may be aware of local zoning changes that could affect your decision to buy.

A Gillig Group REALTOR® can usually research your housing needs in advance through a Multiple Listing Service--even if you are relocating from another city.

A Gillig Group REALTOR® can show you only those homes best suited to your needs--size, style, features, location, accessibility to schools, transportation, shopping and other personal preferences.

A Gillig Group REALTOR® often can suggest simple, imaginative changes that make a home more suitable for you and improve its utility and value.

A Gillig Group REALTOR® is sensitive to the importance you place on this major commitment you are about to make. Look for a real estate professional to facilitate negotiation of a win-win agreement that will satisfy both you and the seller.

*All Real Estate Specialists with The Gillig Group are not only fully licensed by the state but are also members of the National Association of Realtors®. We support and follow the NAR® Code of Ethics.*

*Call Us For All Your Real Estate Needs*

Residential | Commercial | Investment - Selling & Buying

