

# THE McCARTY GROUP

THE TEAM THAT SELLS MORE – BECAUSE WE DO MORE!

## Hiring the *right* Realtor®

Purchasing property in beautiful Southwest Florida is both an exciting and a complex adventure and with the McCarty Group, we guarantee a much more enjoyable and less stressful experience for you! Best of all, one of our seasoned full-time Realtors® will work with you *and for you* at no cost to you!

## Our Home Search Services

### Our Plan of Action for you!

- Conduct an in-depth interview to determine your specific needs and wants and to determine more specifically the properties to show you based upon your desired lifestyle, not just your preferred price range. We will educate you on Southwest Florida, offering our guidance to find the best properties.
- Set up custom searches in the Multiple Listing Service to ensure you are getting immediate and up-to-date notifications of all new inventory and of all real estate activity within the custom parameters we have established for you.
- We will provide you with detailed listing information about properties that are both publically listed for sale as well as other properties our team will be listing soon, those not yet showing up on the public Multiple Listing Services.
- Go beyond the Multiple Listing Service of active listings by researching For Sale by Owner, recently withdrawn or expired listings for potential property matches for you.
- Prospect daily by calling our current clients and the neighborhood you want to live in to find the property of your choice...leaving no stone unturned.
- Contact other top listing agents to see if they have properties not yet on the active market that might meet your needs.
- Share your needs and wants with agents in our office and preview new listings coming on the market for you.
- Assist you in arranging financing, if needed, and arrange for a pre-approval letter from a lender in order to have a strong position when presenting an offer to a seller.
- Schedule showings of the properties you select, prepare property information packet and follow-up with any questions or additional information needed post-showing.

- Conduct market research prior to making an offer on a property in order for the offer to be presented with market knowledge, property valuation and leverage.
- Prepare the sales documents for your review and signature, immediately present them to the seller's agent and negotiate the terms of the sale with your best interests in mind.
- Post-acceptance of the offer, coordinate and oversee all contingencies of the contract to include:
  - ✓ Ensuring all paperwork is reviewed and completed properly
  - ✓ Providing you with a list of preferred inspectors, lenders and closing agencies
  - ✓ Coordinating and negotiating the inspections of the property
  - ✓ Coordinating the appraisal of the property, when necessary
  - ✓ Overseeing any repairs required as a result of the inspection
  - ✓ Reminding you of all contingency dates such as deposits, due diligence, mortgage commitments and closing
  - ✓ Working with the title company/closing attorney and lender to ensure all paperwork is prepared and reviewed prior to closing
  - ✓ Arranging a final walkthrough (and re-inspection where needed) of the property prior to closing
  - ✓ Delivering the keys, garage door openers upon closing
  - ✓ Post-closing assistance with any property questions and needs ultimately serving as your ongoing resource!
- Most importantly, the McCarty Group will represent YOU and your best interests, acting and advocating on your behalf throughout the entire purchasing and closing process!

## The Realtor® you choose makes a difference!

Not all agents are the same, so it is important that you do your research when selecting a Realtor®! The McCarty Group has put together a list of questions to ask and things to look for when interviewing that will ultimately help you to choose the best fit for your agent relationship:

- Ask for references from a couple of recent buyers
- Look at the reviews on 3<sup>rd</sup> party websites such as [Zillow.com](https://www.zillow.com) and [Realtor.com](https://www.realtor.com)
- Take a detailed look at their personal website. Is it a company “template” website or is it truly a personal website, developed by the agent for the customer?
- Does the agent have a place of business other than his/her home and is the brokerage firm well-established and reputable? Do they have support staff available for your needs, ready to take your call during the entire process?
- Ask to see their current inventory of listings to see the types of properties sellers are entrusting to them.
- Ask how long the agent has been selling real estate. Ask how long the agent has lived in the community and if the agent is a permanent resident or just here a few months annually. Is the agent a full-time professional or is this just a hobby?
- Ask how much time the agent will dedicate to you throughout the buying process. Will the agent respond to your requests for information in a timely fashion? How accessible will the agent be via phone, text and email?