



Buyer Package

Presented By

Mike Goodwin



Action Plan to Find Your Home

- We will discuss the home buyer's profile
- We will discuss the buyer's consultation questionnaire
- We will work on getting you pre-approved with a lender of your choice
- We will review the ideal home and community criteria and reconcile that with the mortgage qualification
- I will search the MLS and other sources available to me in order to prepare a list of candidate properties.
- I will set you up on an email that will automatically send you an email any time a home that meets your criteria comes on the market
- I will set appointments for us to see the homes you are interested in

The remaining plan of action will depend upon our success with the initial list of candidate properties. We will either proceed to the settlement process if we find the right home during our initial search, or continue to monitor the market in the event that we were unable to find the right home from those currently available for sale.



Mike Goodwin
Direct: 775 849-3636
Office: 775 823-8787
Email: renorealestatebymike@gmail.com
www.renorealestatebymike.com

“Your Good-Win”



About Keller Williams Realty

Keller Williams Realty was founded in Austin Texas in 1983, by Gary Keller and Joe Williams. Gary and Joe were two young real estate brokers with a vision of providing unsurpassed real estate service in a true partnership with agents and home buyers and sellers, with a “win-win” or “no deal” philosophy. Within three years, Keller Williams was the largest single office real estate company in the city of Austin. In spite of the Texas real estate crash of the late 1980’s, Keller Williams grew from a single office company of 33 agents to a regional business of 16 offices with over 120 agents.

Keller Williams Realty began franchising in 1987 and expanded to Canada in 1998. From 1995 to present, the company has become one of the fastest growing real estate companies in the United States, with sales and commissions growth topping 700% during that period. Keller Williams Realty is America’s 4th largest real estate franchise in North America, with more than 600 offices and more than 77,000 associates across the United States and Canada.

Company founder Gary Keller serves as chairman of the board. He is responsible for providing strategic direction for all Keller Williams[®] divisions and affiliate companies. Mo Anderson serves as Vice Chairman of the Board and is the driving force behind Keller Williams Realty’s culture of family. Mark Willis was named Chief Executive Officer (CEO) of Keller Williams Realty International in 2005 and is responsible for the day-to-day operations of Keller Williams[®].



Mike Goodwin
Direct: 775 849-3636
Office: 775 823-8787
Email: renorealestatebymike@gmail.com
www.renorealestatebymike.com

“Your Good-Win”



About Mike Goodwin

Your Professional Realtor[®]

I have been involved in Real Estate for over 30 years, including home ownership, investment properties, land development, spec home building, fixer uppers, and financing. I have over 25 years of professional negotiation experience, specializing in win-win negotiations.

My Bachelor of Science degree in Business, from a California State University, has helped to form my keen business sense, negotiation skills, and marketing knowledge.

I enjoy helping people find the home of their dreams, for the best price, in the shortest period of time, with the least amount of hassle. I look forward to working with you to exceed your expectations!



Mike Goodwin
Direct: 775 849-3636
Office: 775 823-8787
Email: renorealestatebymike@gmail.com
www.renorealestatebymike.com

“Your Good-Win”



Services You Will Receive

- We will help you determine the required characteristics of your new home
- We will identify available homes that meet your criteria whether they are listed by Keller Williams Group One, another Realtor, For Sale by Owner, or other properties we may know of
- We will provide you with information on communities, schools, churches and any other area characteristics you need
- We will determine the maximum mortgage amount for which you are qualified
- We will advise you of the financing options available to you
- We will give you an estimate of the cash required for purchase
- We will meet with you periodically to review progress
- We will help you inspect the property prior to settlement
- We will advise you on the preparation of an offer
- We will monitor progress toward closing when your contract is accepted
- We will immediately advise you of events that may threaten closing
- We will stay in contact with the listing agent to make sure things are proceeding smoothly
- We will attend settlement with you



Mike Goodwin
Direct: 775 849-3636
Office: 775 823-8787
Email: renorealestatebymike@gmail.com
www.renorealestatebymike.com

“Your Good-Win”

Buyer's Consultation Questionnaire

General Questions:

1. What price range are you looking for?
2. When do you want to move into your new home?
3. Is this a first home purchase, a relocation, a move-up, etc?

Current Home:

1. What do you like about your current home?
2. What don't you like about your current home?

Household:

1. How many people are in your household? Who are they and what are their names?
2. Does your new home need to accommodate any special needs?
3. Do you have pets? If yes, what type and what are their names?
4. Are there any other household considerations we should take into account in the home search?

Lifestyle:

1. What do you enjoy doing most when you are at home?
2. What room do you spend the most time in at home?
3. What lifestyle considerations are important to you?

Location:

1. What location do you prefer? Do you need help determining a location?
2. Are there any secondary locations you would consider?
3. What other location considerations are important to you?

Exterior Features:

1. What style of homes are you interested in?
2. What size yard are you looking for?
3. Do you want a pool?
4. Are you looking for a home with a garage?
5. What other exterior features are important to you?



Mike Goodwin

Direct: 775 849-3636

Office: 775 823-8787

Email: renorealestatebymike@gmail.com

www.renorealestatebymike.com

“Your Good-Win”

Buyer's Consultation Questionnaire (continued)

General Interior Features:

1. How many stories do you prefer?
2. In general, how does the interior look (open, cozy, funky, etc...)?
3. How many bedrooms/bathrooms does the home have?

Room by Room Interior Features:

1. What are your likes and dislikes for the master bedroom?
2. What are your likes and dislikes for the master bathroom?
3. What are your likes and dislikes for the secondary bedrooms?
4. What are your likes and dislikes for the secondary bathrooms?
5. What are your likes and dislikes for the living room?
6. What are your likes and dislikes for the family room?
7. What are your likes and dislikes for the kitchen?
8. What other rooms in the home are important to you to have (home office, separate laundry room, formal dining room, etc...)? What do these rooms look like?
9. What other interior features are important to you?

What are five must-haves of your ideal home?

1. _____
2. _____
3. _____
4. _____
5. _____



Mike Goodwin
Direct: 775 849-3636
Office: 775 823-8787
Email: renorealestatebymike@gmail.com
www.renorealestatebymike.com

“Your Good-Win”

Home Finders Profile

Requirements For Your Home Purchase:

Desired Area(s): _____ New or Existing: _____

Acceptable Style(s): _____ Square Feet: _____

Price Range: _____ Lot Size: _____

Bedrooms: _____ Features Required: _____

Bathrooms: _____ Features Required: _____

Other Requirements: _____

Current Housing Information:

Address: _____ Phone: _____

Approximate Value: _____ Estimated Equity: _____

Down Payment Available: _____ Progress of Sale: _____

Family Information:

Children: _____

Employer: _____ Phone: _____

Address: _____ Commute Time: _____

Employer: _____ Phone: _____

Address: _____ Commute Time: _____



Mike Goodwin
Direct: 775 849-3636
Office: 775 823-8787
Email: renorealestatebymike@gmail.com
www.renorealestatebymike.com

“Your Good-Win”



Common Closing Costs for Buyers

When buying a home, there are several costs to be aware of. The Down Payment is only one part of the closing costs. If you're on a tight budget, there are as many "creative closing costs" techniques as there are "creative financing" techniques.

The lender must disclose a good faith estimate of all settlement costs. A check to cover your closing costs will probably have to be a cashiers check. Your Realtor and the title company will tell you the required amounts for:

- Down payment
- Loan origination fees
- Point, or loan discount fees, you pay to receive a lower interest rate
- Appraisal fee
- Credit report
- Private mortgage insurance premium
- Insurance escrow for homeowners insurance, if being paid as part of the mortgage
- Tax and Insurance impounds, if being paid as part of the mortgage
- Deed recording fees
- Title Insurance policy premiums (if applicable)
- Inspection fees, building inspection, termites, etc.
- Notary fees
- Prorations for your share of costs, such as property taxes

Estimating Closing Costs: Your Realtor can prepare an estimate for closing costs when you are ready to make an offer on a specific property. Of course, much of this will depend on the type of financing used. This is another reason to have your financing ready when starting your home search.

A Note about Prorations: Because such costs are usually paid on either a monthly or yearly basis, you might have to pay a bill for services used by the sellers before they moved. Proration is a way for the sellers to pay you back or for you to pay them for bills they may have paid in advance.



Mike Goodwin
Direct: 775 849-3636
Office: 775 823-8787
Email: renorealestatebymike@gmail.com
www.renorealestatebymike.com

"Your Good-Win"



The Buyer's Broker Agreement

Your interests are professionally represented

Enlisting the services of a professional Buyers Agent is similar to using an accountant to help you with your taxes, a doctor to help you with your health care, or a mechanic to help you with your car. So the first advantage is pretty obvious. If you had the time to devote to learning all you need to know about accounting, medicine, and automotive mechanics, you could do these services yourself. But who has the time? You probably already have a full-time career to which you are committed. This is why you allow other professionals to help you in specific areas of expertise. *I have* devoted my time to perfecting a career in real estate service. Continuous education, market research, and vast experience are combined with an excellent team of real estate professionals to find you the perfect home quickly. *I will* take care of all the hassles of every day real estate transactions for you. We let you concentrate on your full-time job, while we do ours. *I will* guide you through the home buying process and exclusively represent your interests as we help you find a home, present your contract offer, negotiate, and close!

You will get a great home quickly and conveniently

The advantage to signing a Buyers Broker agreement with *me* is that you will have a professional working to find and secure the perfect home for you exactly when you need it. It is nearly impossible to find a home that meets your needs, get a contract negotiated, and close the transaction without an experienced agent. *I have* vast computer networks to make sure you only tour homes that meet your specific needs. You won't need to spend endless evenings and weekends driving around looking for homes for sale or trying to search computer networks yourself. When you tour homes with your professional Buyers Agent, you will already know that the homes meet your criteria for bedrooms, garage space, square footage, neighborhood, etc. Also, your Agent will ensure you are looking at homes that are in your price range.

You get a personal specialist who knows your needs

Just as your accountant, doctor, and mechanic get to know your needs through a steady relationship, your Buyers Agent gets to know your real estate needs and concerns. This type of relationship is built by open communication at all times and by touring homes with your Agent so as to get a good idea of your feedback and concerns about each home. If you try to jump from agent to agent, you will not receive the best real estate services possible, and you will be violating your agreement to your agent. There is nothing to gain from trying to find and tour homes on your own, and you will save a lot of time when your agent can tell you everything about any home before you see it.

What is the Buyers Broker Agreement?

Entering into a Buyers Broker Agreement has countless advantages and no disadvantages. When you sign the agreement, you are simply agreeing to hire a personal representative who, by law, must represent your best interests to the best of his/her ability. All of this personal service is available at absolutely NO COST TO YOU! The Sellers Agent is responsible for paying your Buyers Agent fee. With me, you get a professional devoted to protecting your needs to help you make one of the most important investment decisions of your life – and you don't even have to pay the fee!



Mike Goodwin
Direct: 775 849-3636
Office: 775 823-8787
Email: renorealestatebymike@gmail.com
www.renorealestatebymike.com

“Your Good-Win”



In Conclusion

You Should Choose Mike Goodwin Because:

- I will provide you with excellent service and support
- I will make a market analysis of your new home
- I have developed a winning search plan
- I will make every effort to find your perfect home
- I have the resources of Keller Williams Group One Inc
- I will set appointments for us to see the homes you are interested in

Let's Start the Search Now!



Mike Goodwin
Direct: 775 849-3636
Office: 775 823-8787
Email: renorealestatebymike@gmail.com
www.renorealestatebymike.com

“Your Good-Win”