

Buying Real Estate



WE'RE HERE TO HELP YOU

Whether looking for a home, condominium, townhouse, vacant land, commercial property, business or income property, let one of our knowledgeable and professional associates make your adventure more enjoyable and informative. Experienced, educated, and committed to improving your transaction, our sales associates can assist with every detail.

Interestingly, the buying cycle of today typically begins with two things that do not necessarily require a sales associate: online browsing and mortgage pre-approval. Although a sales associate's presence is not a necessity to these specific steps, we do recommend that you select one as early in the cycle as is practical, as their knowledge will be of great benefit.

Online browsing has become the prevailing entry point to the process; currently, 74% of buyers initiate their search this way*, and the percentage is growing steadily each year. Online tools, such as our own websites, provide convenient, anonymous ways for buyers to begin educating themselves about the state of the industry. Listings and details of properties for sale, pricing trends, amenities, mortgage calculators, and other useful data are all available for analysis by the potential buyer.

Important as they are, these steps are merely a prelude to the more complex elements of the transaction. From determining and presenting an offer to preparing for a closing, the guidance of a professional associate, in conjunction with the convenience of our full scope of related services, will allow you to stay focused on the things that really matter during this exciting and emotional time in your life.

* 2004 Profile of Home Buyers and Sellers, The National Association of Realtors® (NAR)