



movoto
BUYER
CONSULTATION



We appreciate the opportunity to interview for the special privilege of helping you purchase your next property.

We are different from most real estate professionals, we have built our business on results; not promises. Our team has successfully helped over 1,500 Southern Arizona, Southern California and Texas area home owners achieve their goals and we are confident we can deliver the same results for you. We look forward to adding you to our ever growing list of successful sales and raving fans.

You'll find that this buyer consultation is designed to be all about you, your needs and your goals. It's a simple demonstration of the proven strategies our team utilizes to create predictable results.

We look forward to a great relationship for years to come and are 100% committed to serving you!

Sincerely,

The Taylor Team



PROCESS



THE HOME-BUYING PROCESS

SELECT A
REAL ESTATE
AGENT

Obtain Financial
Preapproval

Analyze your needs in
a Buyer Consultation

Select Properties

View Properties

Write an Offer to
Purchase

Negotiate Terms

Accept Contract

Remove Contingencies

Conduct
Inspections

Resolve Any
Issues

Obtain Mortgage Financing

Credit Check Underwriting Appraisal Survey
Insurance

Conduct Title Search

Remove any
Encumbrances

Obtain Title
Insurance

Obtain Funds for
Closing

Close on Property

Take Possession of
Home!

THE MORTGAGE & LOAN PROCESS

WHY PRE-QUALIFY?

We recommend our buyers get pre-qualified before beginning their home search. Knowing exactly how much you can comfortably spend on a home reduces the potential frustration of looking at homes beyond your means.

FUNDING YOUR HOME PURCHASE

1. FINANCIAL PRE-QUALIFICATION OR PRE-APPROVAL

Application and Interview

Buyer provides pertinent documentation, including verification of employment & assets

Credit report is requested

2. UNDERWRITING

Loan package is submitted to underwriter for approval

3. LOAN APPROVAL

Parties are notified of approval

Loan documents are completed and sent to title

Appraisal scheduled

4. TITLE COMPANY

Title exam, insurance and title survey conducted

Borrowers come in for final signatures

5. FUNDING

Lender reviews the loan package

Funds are transferred by wire

WHAT NOT TO DO

Apply for a new credit

Make major purchases

Make changes to bank balances





	'06	'07	'08	'09	'10	'11	'12	'13	'14	'15	'16	'17	'18	'19
Internet	24%	29%	32%	36%	37%	40%	42%	43%	43%	44%	51%	49%	50%	52%
Real estate agent	36	34	34	36	38	35	33	33	33	33	34	31	28	29
Yard sign/Open house sign	15	14	15	12	11	11	9	9	9	9	8	7	7	6
Friend, relative, or neighbor	8	8	7	6	6	6	5	6	6	6	4	6	7	6
Home builder or their agent	8	8	7	5	4	5	4	5	5	6	2	6	5	4
Directly from sellers/Knew the sellers	3	3	2	2	2	2	1	2	3	2	1	2	3	3
Print newspaper advertisement	5	3	3	2	2	2	1	1	1	1	1	1	1	1
Home book or magazine	1	1	1	*	*	*	*	1	*	*	*	*	*	*
Other	*	*	*	*	*	*	*	*	*	*	*	*	*	*
*Less than 1%														



MAKING AN OFFER

While much of the agreement is standard, there are a few areas that we can negotiate:

THE PRICE

What is offered for the property depends on a number of factors including its condition, length of time on the market, buyer activity and the urgency of the seller to sell.

THE TERMS

Many times the terms are as or more important than the price. We'll help you navigate and offer attractive terms that protect your interest.

- Inspection period length
- Earnest money deposit
- Who pays 3rd party fees (i.e title/escrow/hoa)

THE MOVE-IN DATE

If you can be flexible on the possession date, the seller will be more apt to choose your offer over others.

ADDITIONAL PROPERTY

Often, the seller plans on leaving major appliances in the property; however, which items stay or go is often a matter of negotiation.

Once we get your offer accepted, you will have the opportunity to:

- Inspect the property at your expense
- Review important information regarding the home
- NHD
- Review Seller Disclosures
- Review Insurance History

In these cases, our experience and negotiating skills become powerful in representing your best interests. We will work together to review each specific aspect of your offer, making sure that we move forward with your goals in mind and ensuring that we negotiate the best possible price and terms on your behalf.

CONTRACT TO CLOSE TIMELINE

DAY 0

Offer Accepted

Buyer and Seller enter into a legally binding agreement.



DAYS 1 - 10

{or as negotiated per contract}

Due Diligence & Inspections

The seller is required to disclose all material facts relating to the property. Buyer conducts all pertinent inspections and reviews all information. Any requested repairs are negotiated.

DAYS 25 - 30

Closing Process

Buyer and Seller sign all closing documents, buyer verifies property condition is satisfactory and buyer delivers closing funds to escrow company. Final loan documents are reviewed by lender and wires money to escrow company (funding). Deed is sent to county for recording.



DAY 1

Escrow Opened

Earnest Money is deposited. Contract is delivered to escrow company and buyer's lender. Title Commitment is ordered.



DAYS 10 - 25

Loan Processing

Buyer's loan is processed; appraisal is completed and reviewed. All loan conditions are met. Any negotiated repairs must be completed. Three days prior to closing, loan documents are to be at the title company and signed.

CONGRATULATIONS.

You have successfully purchased your home





FREQUENTLY ASKED QUESTIONS

HOW WILL YOU TELL ME ABOUT THE NEWEST HOMES AVAILABLE?

Our websites provide up-to-date information for every home on the market. We constantly check the New on Market list so we can be on the lookout for our clients. We will get you this information right away, the way that is most convenient for you; by phone and/or email.

CAN YOU HELP ME FIND NEW CONSTRUCTION HOMES?

Yes, we can work with builders and get you the information you need to make a decision. **On your first visit with the builder, we will need to accompany you.** By using our services with a new construction home purchase, you will receive the services we offer, as well as those provided by the builder, at no additional cost.

CAN WE GET BACK THROUGH OUR PROPERTY AGAIN ONCE AN OFFER IS MADE, BUT BEFORE POSSESSION?

Usually we can notify the seller and schedule a convenient time to visit the property again. Immediately before the closing, we will schedule a final walk-through of your new home.

WILL YOU INFORM ME OF HOMES FROM ALL REAL ESTATE COMPANIES OR ONLY MOVOTO?

We will keep you informed of all homes. We want to help you find your dream home, which means we need to stay on top of every home that's available on the market and even those that are coming to market soon.

HOW DOES FOR SALE BY OWNER (FSBO) WORK?

Homeowners trying to sell their home without agent representation are usually doing so in the hopes of saving the commission. If you see a FSBO, know that we can help! Let us contact the owner for you and make an appointment. We will negotiate our commission and the best possible terms for you directly with the owner.

ONCE MY OFFER IS ACCEPTED, WHAT SHOULD I DO?

Celebrate and focus on moving into your new home! You will want to schedule your move, pack items and notify businesses of your address change. We will provide you with a moving checklist to help you remember all the details. We will also give you a closing disclosure, which will indicate the amount you will need to bring to closing.



WHY THE TAYLOR TEAM





The Taylor Team's unique geographic footprint lends massive advantages to clients who buy, sell and invest in real estate with The Taylor Team.

The Taylor Team began in 2004 in Tucson, AZ with the simple thought that a responsive, needs based approach to real estate services could be a true differentiator in the market. From 2004-2012 over 750 satisfied clients were evidence that the approach was a worthy one and we expanded to Southern California. As the team continues to grow and leverage technology we have launched our Austin office in 2020, bringing the same service minded approach to our central TX clients.

The advantage for clients lies within the transitory relationship between these 3 markets. It's quite often that CA residents look to relocate to AZ and TX and that AZ and TX residents look to relocate to CA. Furthermore, Austin and Southern California are two of the most competitive real estate markets in the country and the tactics that are learned and practiced in those markets create a competitive advantage for our Tucson clients. Across the board this is a unique value of our organization and is truly a win win win for all parties.

WHY THE TAYLOR TEAM

TECHNOLOGY

Leading-edge tech tools and training give The Taylor Team an edge in effectively marketing your property online, 24 hours, seven days a week. We leverage Movoto Real Estate, the second-largest real estate brokerage in the U.S. and the only one licensed in all 50 states. With over 100 million people searching for homes annually on Movoto.com and over 30,000 properties sold, Movoto is one of the most influential online real estate platforms in the United States.

TEAMWORK

Based on the belief that we are more successful if we strive toward a common goal rather than our individual interests, I'm confident that every professional on The Taylor Team shares the common goal of serving you, the client, in the best way possible.

KNOWLEDGE

We stay ahead of trends in the real estate industry through comprehensive training and research resources. Our expertise provides you with unparalleled service.

RELIABILITY

We emphasize the importance of having the integrity to do the right thing, always putting your needs first. It reinforces our belief that our success is ultimately determined by the legacy we leave with each client we serve.

TRACK RECORD

We offer superior service with a proven track record. Our team has sold thousands of homes across the Southwest. It's proof that when you offer a superior level of service, the word spreads fast.





WHAT OUR CLIENTS SAY + TESTIMONIALS



WHAT OUR CLIENTS SAY

“ Friendly, available, professional, timely, responsive. Mark Hamby and Bailey Stark were all this and more. They made us feel like we were the only listing they were working and maintained contact after the sale. ”

- STEVO357SIG, 2020

“ Veronica was great! Attentive, available, and always responsive to our needs (and there were many). These are the exact characteristics we look for in an agent. We will definitely recommend her and the office to anyone looking for a solid professional agent.”

- CRISTINACANDITO, 2019

“ Jeremiah and Veronica provided the highest level of dedication and service to help me find my new home. I would not hesitate to recommend them or use them for any future needs. ”

- CMTOOTLE, 2019

“ Valerie was wonderful to work with. She was attentive, helpful. Jerimiah Taylor kept abreast with the mortgage company and saw to it that they received all the info they needed in a timely manner.”

- BABBS1944, 2019

“ Veronica Robles, Bailey Stark and her team have been accommodating and wonderful.. very knowledgeable and great to work with I highly suggest. I am very happy with the communication, attention to detail and helping us in a very nerve wracking cross country move.”

- ANTHONY PETTIGLIO, 2019

“ I have worked with Jeremiah and his team for 4 years. He is knowledgeable and makes the buying and selling process less stressful. He has always negotiated the best deals on homes I've bought and has gotten me top dollar on my listings. Highly recommended! ”

- MEGANMILLER63, 2019

“ Very helpful throughout the entire process. Took care of everything. Made the home selling process less stressful. Always available via text/phone. Thanks Jeanne.. ”

- SKIBUDDY52, 2019



“ Gina is awesome! This is the second time she has sold a home for us, and she makes listing and selling a smooth and relatively pain-free process. More recently, she got us multiple offers within days of listing and sold our home for 20K over our asking price! She is knowledgeable and helpful at every turn. We highly recommend her services! ”

- KATHY & BEN

“ Gina & the rest of the team made the house buying process incredibly simple. They went above and beyond to make sure every detail was taken care of. Even after I've moved into my new home, Gina is still helping me find out the paint colors the seller used in the house and has offered to provide a great repairman anytime I need it. I highly recommend working with this company!! ”

- KRISTY B.

“ Jeanne was such an angel to work with, she made the entire process of buying our first home as newlyweds so so smooth. First meeting with her, she was very genuine and kind, listened to our preferences of what we wanted in our home, and looked at the options/ideas that we brought her. After our first meeting, she organized for my husband and me to go check out the homes we were interested in, the following day. She also found some homes that would fit our criteria, one of them being the second home we looked at, which is the one we bought. She was always available for any questions, concerns, or meetings. She quickly found answers for everything, and if somehow she didn't have an answer she found someone who did. We chose a home and closed on it, within 3 weeks and Jeanne made it such an easy experience, even considering all the paperwork, escrow, phone calls, and finances. Thank you Jeanne for being so amazing at what you do. Look forward to working with you for next property we purchase and will highly recommend you to anyone seeking your knowledge and assistance! You're a rockstar ”

- LILYBERLINA, 2018

WHAT OUR CLIENTS SAY



When we called Veronica Robles to ask her about selling our home she started by completing a very comprehensive market analysis. When we called upon her a month later to take on our listing she dove right in to make sure the pictures would be done and the listing would be active within two days. Our house was active on the MLS on a Wednesday and on Friday we had two showings that resulted in two full price offers. Our house sold and closed within 30 days. Since we were out of state, Veronica handled everything from scheduling the appraisal, ensuring we had all of the necessary documents signed timely, arranging for the sale of our washer and dryer, checking routinely on the house and most importantly helping us to navigate the post inspection process. Her regular communication and efficiency made selling our home seamless. We would highly recommend Veronica and her team for anyone selling their home. ”

- LYNN, 2014



The team strategy works well for JT. They always seemed to be on the same page. Great communication. Selling the house while residing in it was very stressful for me, being old and alone, and Veronica was very understanding and had great advice for me when solicited. Thank you for you help, patience, and know how!

- JACKIE, 2016



It was a great experience ”

- CLAUDIA AND PEDRO, 2016



Actually, we should be congratulating you, Angelica Deitering, Albert “Sonny” Montoya and the whole Jerimiah Taylor team for a “job well done”. We could not have asked for a better “selling experience”. Sonny knew that this was emotional for us. Our Dad had passed away and it was time to let go. Sonny was so cheerful and very positive that we would sell the house quickly and he was right.

Angelica was great. She was always just a phone call away, answered our questions, and eased our concerns. She offered us advice and guidance to what became a very quick and smooth transaction. I cannot tell you how much we appreciated her assistance and insight.

As I said, the experience was extremely positive and we would not hesitate in the least to use the Team services again or to refer any one of you to friends and family. ”

- SHARON, 2016



Sarah and Veronica, you guys did great... brought us good, solid offers... went the extra mile to help us since we lived out of town. It was the smoothest sale we ever did... so thanks so much. ”

- JAYNE AND ALLAN, 2016

WHAT OUR CLIENTS SAY



I would like to thank Mark Hamby for his assistance in purchasing our retirement home at Marana, AZ in February 2015. Mark was very professional, courteous and knowledgeable about the area. He also didn't pressure my husband nor I to make a purchase that didn't fit our needs. I would highly recommend Mark and the Jeremiah Taylor Team if you are looking for a reputable realtor in Southern Arizona. ”

- JULIE & RAY



Mark was great at showing me the properties that were in my price range. We looked at about 15 properties before I made my decision. Mark was excellent at making suggestions when it was time to put in an offer on the home that I bought. He was there every step of the way and has contacted me several times after I purchased my home in 2015. Thanks Mark! ”

- TRISHA



Mark Hamby assisted my family and me in not only purchasing our Arizona home but also in selling our home. Mark and his team worked extremely hard in making both transactions run smoothly.

I would recommend Mark Hamby to any family looking for a home. ”

- JASON



Prior to working with the Jeremiah Taylor team, I had some unfortunate experiences working with other realty companies in selling my prior homes in two other states. However, Mark and his team were totally professional, ethical and very nice to deal with. I would definitely recommend this team to sell your home and yes I would definitely use them again! They have outstanding local knowledge of The Continental Ranch area as well as the overall Tucson area and a great understanding of the property market. They also deliver great customer service, morning or nite! They were very good with communicating with me via text, phone or e-mail and were very reassuring which meant a lot seeing as I was 1500 miles away starting a new job! You will not be disappointed and will be very pleased with the excellent customer service. ”

- DERISE



Mark Hamby had a very personal touch helping us sell our home. They worked with both my mother and I who lived in different states making the whole process as simple as possible. They worked with our schedules and made sure every detail was covered.



- CAROLINE



WHAT OUR CLIENTS SAY



I don't have any problem telling how much of a help you and your team have been for me from the time we sold our house back in 2013 we came across some financial difficulty and the crew helped us sell our house with a seamless effort it was a difficult time but they were sensitive to us and made the experience a breeze. Then in 2015 after the passing of my wife I decided to buy another house, so I remembered the great people at the Jeremiah Taylor Team and the job they did in selling my house in 2013 I decided to call them to help me buy another home. After telling my realtor Mark Hamby what I was looking for and the price I was willing to pay we looked at several homes in the area I was interested in then I decided to buy new and from there it didn't take long. I found a floor plan I liked in the area I liked in a price I liked and about 4 months later I was moving in to my brand new home. Mark Hamby even went with me to pick out the tile and carpet and that sort of stuff to help me stay in my budget. Thank Mark Hamby for helping me find my new home! ”

- MARK



We loved working with you when we bought our home in Green Valley.

We received excellent service, kindness, and attention. You went out of your way to help us find the right home.

We have recommended you when friends were looking for houses. ”

- DEBRA



My realtor, Veronica Robles, was the reason I got a great home in a great neighborhood for a great price. I was from another state, so she took care of everything for me. She was so helpful, easy going and positive. She made the buying process fun and easy instead of stressful. I had been through a handful of realtors who didn't get the job done. I felt so lucky that I found her. ”

- CAROLINE



My realtor, Mark Hamby, is a patient, flexible and helpful agent. He handles the research and paperwork on properties quickly. He's always ready to accommodate my schedules and old computer equipment. He comes to appointments with the paperwork ready to save me time and trouble. I would recommend him to anyone. ”

- C. VALENTINE



AWARDS AND ACHIEVEMENTS



2012 • 2013 • 2014 • 2015 • 2016 • 2017 • 2018 • 2019
Top 1000 Real Estate Teams in The Country



Certified Luxury Home Marketing Specialist



Certified Negotiation Expert



Certified Distressed Property Expert



Over 1,500 homes sold



Over 100 real estate investments made by the team



50+ years of real estate experience from our leadership team



Keller Williams Eagle Award Winner - 3X



2016 • 2017
500 Most Influential People in Business



thank
you
for this opportunity



THE TAYLOR TEAM
REAL ESTATE SERVICES DESIGNED TO FIT YOUR NEEDS

GETTING STARTED

Name: _____

Phone: _____ Email: _____

Who is the primary contact and what is the best time and way to reach that individual? _____

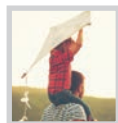
What is prompting you to move? _____

When do you need to be in your new home? _____

Are you pre-approved for a mortgage? ☐ YES ☐ NO What is your price range? _____

If we found a home today that meets all of your needs and as many of your wants as possible, would you make an offer? ☐ YES ☐ NO

YOUR LIFESTYLE INTERVIEW



LIFESTYLE

Who will be living with you? _____

Will anyone else be spending more than occasional overnight stays (e.g., parents)? ☐ YES ☐ NO

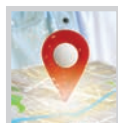
Describe your lifestyle. What do you enjoy doing at home? Do you do a lot of entertaining? How do you spend your time in the evenings and on the weekends? _____

Does your home need to accommodate any special needs? ☐ YES ☐ NO Do you have any pets? ☐ YES ☐ NO

Do you have anything special that needs to be accommodated such as athletic equipment, fine art, large furniture or a large collection? _____

When people come to your home, what do you want your home to say about you? _____

Is there anything I should know about your lifestyle that I have not asked? _____



LOCATION

Tell me about your ideal location. _____

What is your maximum commute time and distance? _____

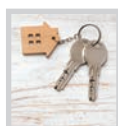
What is your work address? _____

Are schools important? ☐ YES ☐ NO

Is there a particular view you are seeking (e.g., skyline, lake, mountains)? _____

What else is important about your location? _____

YOUR HOME WISH LIST



GENERAL

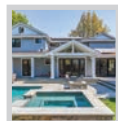
Do you have a preference for when the house was built? ☐ YES ☐ NO

Do you want a house in move-in condition or are you willing to do some work on it? _____

When people come to your home, what do you want your home to say about you? _____

Do you want to have a swimming pool or hot tub? ☐ YES ☐ NO

Are you looking for any structures such as a greenhouse or shed? _____



STRUCTURE/EXTERIOR

What type of home are you looking for (e.g., single-family, condo, town house, etc.)? _____

Approximately what size house are you looking for (square footage)? _____

How many stories? _____ What size lot would you like? _____

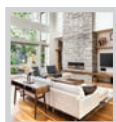
What architectural styles do you prefer? _____

What type of exterior siding will you consider? _____ Do you want a porch or deck? ☐ YES ☐ NO

What are you looking for in terms of a garage (e.g., attached, carport, etc.)? _____

What other exterior features are important to you? _____

YOUR HOME WISH LIST

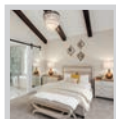


HOUSE - INTERIOR

What kind of style do you want the interior of your home to have (e.g., formal, casual, cozy, traditional, contemporary)? _____

What kind of floor plan do you prefer (e.g., open vs. walls between all living spaces)? _____

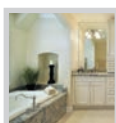
In general, what are your likes and dislikes for the interior of your home? _____



BEDROOMS

How many bedrooms do you need? _____ How will each of those rooms be used? _____

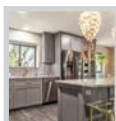
What are your preferences for the master bedroom? _____



BATHROOMS

How many bathrooms do you need? _____

What are your needs for each of the bathrooms? _____



KITCHEN

What features must your kitchen have (e.g., breakfast area, types of appliances, etc.)? _____

What finishes do you want (e.g., countertops, flooring, appliances, etc.)? _____

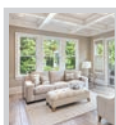
What are your likes and dislikes for the kitchen? _____



DINING ROOM

Would you like the dining room to be part of the kitchen configuration? What about the living room? ☐ YES ☐ NO

What size dining room table do you have? _____



LIVING ROOM

Describe your likes and dislikes. _____ Do you want a fireplace? ☐ YES ☐ NO

What size room(s) do you have in mind? _____

What other rooms do you need or want? _____

What else should I know about the inside of the house you are looking for? _____



SUMMARY

What are the top five things your home needs to have? _____

Beyond those five things, what is something else you really want to have? _____

If you could have something else, what would that be? _____

If you could have one last thing to make this your dream home, what would that be? _____

THE NEIGHBORHOOD OF YOUR DREAMS

Please consider the following and record any notes or preferences:

Areas you would enjoy _____

Specific streets you like _____

School district(s) you prefer _____

Your work location(s) _____

Your favorite shops/conveniences _____

Recreational facilities you enjoy _____

Any additional items to consider when selecting your target neighborhoods _____

**BEFORE YOU MOVE,
YOU SHOULD CONTACT
THE FOLLOWING
COMPANIES AND
SERVICE PROVIDERS.**

MOVING CHECKLIST

New Telephone Number: _____

New Address: _____

UTILITIES

- _____ Electric
- _____ Telephone
- _____ Water
- _____ Cable
- _____ Gas

PROFESSIONAL SERVICES

- _____ Broker
- _____ Accountant
- _____ Doctor
- _____ Dentist
- _____ Lawyer

GOVERNMENT

- _____ Internal Revenue Service
- _____ Post Office
- _____ Schools
- _____ State Licensing
- _____ Library
- _____ Veterans Administration

CLUBS

- _____ Health and Fitness
- _____ Country Club

INSURANCE COMPANIES

- _____ Accidental
- _____ Auto
- _____ Health
- _____ Home
- _____ Life
- _____ Renters

BUSINESS ACCOUNTS

- _____ Banks
- _____ Cellular Phones
- _____ Department Stores
- _____ Finance Companies/Credit Cards

SUBSCRIPTIONS

- _____ Magazines
- _____ Newspapers
- _____ Amazon

MISCELLANEOUS

- _____ Business Associates
- _____ House of Worship
- _____ Drugstore
- _____ Dry Cleaner
- _____ Hairstylist