

*Our Total  
Commitment to  
Buyers*

The Desert Sage family of Realtors® would like for you to know that our Company is committed to providing all of our clients with the highest levels of service and professionalism.

Please take note of the important considerations pointed out in this pamphlet. And know that when you honor us with your business, Desert Sage will have you covered on everything that's mentioned here—and more!



**Desert Sage Realty**

Desert Sage Realty  
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**THE HOME  
BUYING  
PROCESS**  
*(SOME SAGE ADVICE!)*

## The Buyer's Agent

Desert Sage Realty is proud to provide Buyers with licensed and insured sales agents who have the best training and experience. We are **Realtors®**—members of the national organization that is recognized as the industry standard for excellence and integrity.

### Best deal in ANY business—

The Desert Sage Buyer's Agent is paid a commission out of the **Seller's** proceeds from the sale. This means that Buyers receive a tremendous amount of talent and hard work, eagerly and cheerfully provided at no cost. We don't know of any better value in our business, or any one else's for that matter!

### This important checklist—

Desert Sage Realty would like for you to read the checklist we've provided here. Because if you decide to trust us with the business of finding your next home, we want you to know what you can expect from our company. But even if you choose someone else, we want this to give you a basic understanding of what you should expect from your Realtor®.

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## THE RIGHT SERVICE— WHAT EVERY BUYER DESERVES

### 1. Tailored Buyer Services

Desert Sage LISTENS to what the Buyer needs. We'll discuss the representation alternatives available and decide which agreement best serves the Buyer's specific needs.

### 2. Buyer Education

Desert Sage guides the Buyer through the latest market conditions and specific considerations that are current and relevant to the Buyer's particular situation.

### 3. Process Overview

Desert Sage makes sure the Buyer understands the "A to Z" of what should be expected throughout the buying process.

### 4. Financing Considerations

Desert Sage offers to arrange for the Buyer to meet with quality lenders who can help the Buyer determine what price range will best suit the Buyer's specific situation.

### 5. Property Search

After the time and effort Desert Sage spends to completely understand the Buyer's wants and needs, we're ready to compile a list of matching properties. We'll use the latest technology and the specialized tools available to us—as well as lots of old fashioned hard work and careful planning!

### 6. Property Tours

When the Property Search is complete, Desert Sage will review the results with the Buyer. With detailed property descriptions, pictures and virtual tours, the Buyer can rule out many properties without even leaving the comfort of our offices. THEN—some **quality** "windshield time" for **productive** home tours!

### 7. MORE Tours!

Desert Sage will not rush or push the Buyer. We'll tour as many homes as necessary to find the very best home available on the market—one that matches the Buyer's specific needs.

### 8. Expert Opinions

Desert Sage will be with the Buyer all the way—to answer questions and offer the benefits of our professional experience.

### 9. After We Find a Favorite

When it looks like it's the home the Buyer wants, Desert Sage quickly gathers all available info to develop a complete understanding of the property. We'll make sure the Buyer can make an educated decision on how to proceed with the next step.

### 10. Review the "Seller's Disclosure" BEFORE the Offer

Desert Sage will guide the Buyer through this too often skipped step. It's a PRE-offer action that lets the Buyer make a much more educated decision on the smart price to offer.

### 11. What Does the Buyer Need in the Deal?

The offer to the Seller *isn't just a price proposal!* What **inspections** are necessary for the specific property? Who should pay for which **closing costs**? Are any **contingencies** necessary? Desert Sage can provide answers. We also offer that valuable tool of our trade—the **Competitive Market Analysis**, or "CMA." The CMA is a powerful resource; if you're unfamiliar with it, we'd be glad to explain it to you. (*Already a Homeowner? Let us provide you with a free CMA on your current home!*)

### 12. Negotiations & Offers

After we've done our homework, we'll work with the Buyer on price and strategy. Next, we'll write a proposal that exactly reflects what the Buyer wants. After this, we'll arrange to present the offer in the most effective way. Sometimes this can be a simple fax. But sometimes a formal meeting may be in order. Counter proposals and *counter-counters* may come into play! No two deals are exactly alike. We're in your corner all the way!

### 13. Monitoring the "Home Stretch"

Even when a Seller has accepted the Buyer's offer, our work is far from done! Desert Sage will be there to represent the Buyer's interests at every turn—with title and mortgage companies, appraisals, inspections, and many other activities.

### 14. The Closing

When the Buyer works with Desert Sage, that often dreaded **Closing** is simply a *happy ending*. Buying a home is usually the biggest purchase people will make in their lives. At the Closing, we want Buyers who feel they have the right house at the right price. We want Buyers with no surprises and no regrets!

### 15. AFTER the Closing

Desert Sage won't disappear after the closing like some brokers do. We'll follow-up to make sure our Buyers are still happy. Often, and to our delight, this is only natural—because the Buyers have now become our **Friends!**

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