

HOMES & FARMS

— REAL ESTATE —

BUYING A HOUSE

MAKE INFORMED DECISIONS EVERY STEP OF THE WAY

EXPERTISE.
NEGOTIATIONS. RESULTS.

HOW WE GUIDE YOU:

Making an offer on your dream home or farm can feel overwhelming—there's a lot you don't know until you're in the middle of the process, having identified a property you love and unsure of how to move forward! That's where we come in. Our group will guide you through the showing process, helping you prioritize what matters most, and craft the strongest offer possible tailored to your personal situation. We also expertly navigate negotiations so your needs are always kept front and center and you feel confident every step of the way.

Beyond contract writing, we serve as a true resource as you navigate the complex home-buying process and beyond. We have an amazing network of professionals in financing (including land, farms, and business), contractors, insurance companies, appraisers - anything you might need for a real estate transaction, we are here to provide excellent recommendations and process advice.

We know the local markets in addition to the competitive real estate landscapes of Maryland and south-central Pennsylvania and take a multi-faceted, custom approach to every buyer we work with and their desired area. With our guidance, making your home, farm, land, or business a reality.

**From showings to
closing, you'll
always know
what's next.**



FROM SHOWINGS TO CLOSING

SHOWING: We proactively send any new listing that meets your criteria, helping you stay ahead in a competitive market. We'll then coordinate personalized 1-on-1 showings at times that are convenient for you. We work 7 days a week and understand everyone has their own schedules—we are here to accommodate!

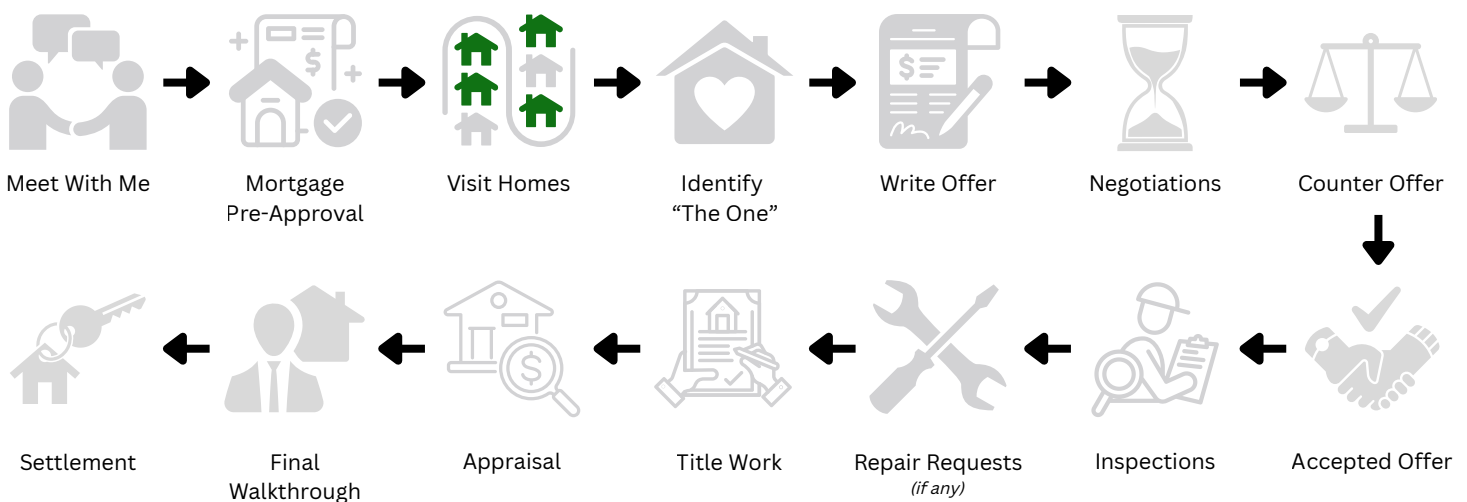
OFFER WRITING: We will go over *all* possible offer scenarios, from money down to loan type to inspection types to timelines, and create the strongest offer possible while making sure you have a **COMPLETE** understanding of terms. Whether at an office, over the phone, at your home, or virtually, we can get a great offer written anywhere, anytime. We always want our buyers to know what they are signing, and will never send you an e-sign invitation with no explanation!

NEGOTIATION: Your interests come first in every negotiation. With our experience, proven strategies, and a track record that places us in the top percentages of REALTORS® in the country, we work hard to secure the best results for you and have developed nuanced strategies and tactics over time to approach getting your needs met with as much creativity as it takes!

INSPECTIONS: We have a vast network of experienced inspectors, contractors, and builders to support the inspection process of your home and help you identify which items need immediate attention as part of your purchase. Well, septic, mold, pest inspections, chimneys, structural engineer, soil testing...you name it, we know someone that can help!

DETAILS: Timelines, inspection dates, response deadlines, financing commitment dates, and all the details in between—we will keep you on track, informed, and reminded of what tasks need to be completed, by whom, and when from start to finish. We are proactive communicators and one of the most important parts of what we do is keeping you informed and on schedule! We also coordinate seamlessly with your lender and title to make sure the process flows as easily as possible.

THE HOME BUYING PROCESS:



443-508-3280 | hello@homesandfarmsre.com | homesandfarmsre.com

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