



A GUIDE TO BUYING YOUR NEW HOME



CLARITY

HOME GROUP



Andrea Myers & Jean Theobald
team@clarityhomegroup.com
720.515.9328

ABOUT ANDREA



Andrea Myers Culhane
andrea@clarityhomegroup.com
720.254.7892

My real estate career started in 2006 when I was finishing my first year of law school and I discovered that while I loved reviewing contract law and negotiation I had no interest in becoming a lawyer. That discovery led me to real estate. I have been honored to help hundreds of clients buy or sell through the Denver Metro area as a licensed REALTOR®. In 2012 I struck out on my own and have been honored to help hundreds of clients buy or sell throughout the Denver area. Certified as a Senior Real Estate Specialist and Certified Divorce Real Estate Professional, I'm often called upon to help in very complicated situations. On a personal level, family is incredibly important to me. My kids, Tori and Connor, are the reason I've loved this flexible, challenging, career. Tori is at San Diego State and Connor is in Chicago at DePaul. When I'm not working with clients and negotiating deals, you'll find me traveling, cooking, and writing.

We have worked together as colleagues and trusted advisors to each other for over six years. We share a common commitment to excellence and customer care and realized we could help even more people by formally teaming together in 2017. In our careers we've negotiated over \$100 Million in successful real estate transactions. We use our experience to provide clear guidance to the complexities of real estate and look forward to being of service to you. Through listing syndication, your property is fed to more than 350 online search engines and is available throughout RE/MAX's global network. We work with a team of highly skilled agents throughout the RE/MAX community and work cooperatively with agents in every brokerage to make sure that the highest number of people come to see our houses and work together with a common goal of serving you. We're proud to work for the most recognized brand in real estate and the top brokerage in the Denver Metro area.

Originally from Arlington, Texas, I moved to metro Denver in 1993. After more than 12 years of multi-family housing experience, from development/construction to managing multiple properties and a team of 125 - I made the move to residential real estate in 2005 and haven't looked back. Since then, I've helped hundreds of families buy and sell throughout the Denver Metro area. I pride myself on being a licensed REALTOR® who is focused on the ever changing Denver metro market; keeping on top of the latest trends impacting the values and availability of homes. I'm experienced in strategies that help my clients make strong, informed and educated decisions when buying and selling what is typically their largest lifetime investments. Outside of real estate I love traveling, photography, hiking and visiting my daughters, Taylor at Texas Tech University and Payton at the University of Colorado Boulder.

Jean Theobald
jean@clarityhomegroup.com
303.888.9901



ABOUT JEAN

HOME BUYING PROCESS

Agent Interview and Agency Disclosure

Lender Interview and Pre-Approval
Credit Report up to \$100

View Properties

Complete Market Analysis and Submit Offer

Offer Accepted, Under Contract
Earnest Money 1 - 2% off of Purchase Price

Inspection Objection
and Resolution

Inspections: \$600 - 800+, 5 - 7 Days
General - \$350 - 550
Radon - \$100 - 200
Sewer - \$100 - 200

Mortgage Company

Appraisal: \$600 - 900, 10 - 14 Days

Title Received and HOA
Documents Reviewed

Underwriting

15 - 45 Days

Loan Conditions / Final Approval

Review Closing Documentation

Final Walk Through

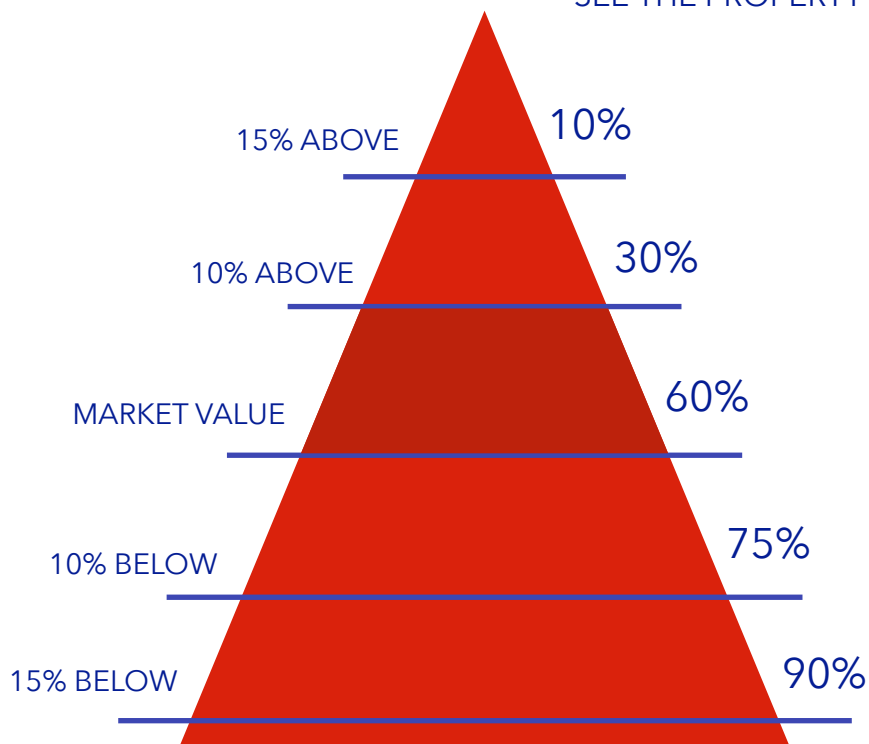
Closing

Generally a 35 - 45 day
process

Certified Funds and
Current Photo ID

ASKING PRICE

% OF BUYERS WHO SEE THE PROPERTY



FAST FACTS

AVG. DAYS ON MARKET

AVG. PRICE PER SQ FT

AVG. SOLD PRICE

AVG. CLOSING TIME

INTEREST RATE

Buying a property in a competitive market is an exercise in patience and strategy. If properties are priced correctly, or below market value, they will likely have numerous showings and, potentially, multiple offers. We will work to hone in on your dream list to determine exactly what you need in your next home, exactly the neighborhood you'd like to be in, and will educate you on the market so that when you see the home you love you'll know the price you need to offer in order to have your best chance of winning. In order to show houses and present an offer we require that all of our buyers are fully prequalified with a trusted lender. We have several lenders we refer and would be happy to make an introduction. We work with several buyers and sellers at a time to help with real estate transactions. Because we're successful we're also busy. As the adage goes, busy people get things done. We're able to accomplish that by scheduling things in advance with our team. We work with a team of Showing Specialists that help us show houses. This allows you to get in homes quickly and for the team to develop a market analysis and offer strategy. We look forward to helping you get settled in your perfect home.

PRICING



TESTIMONIALS

Our experience with Andrea Myers was outstanding. We felt our home would be difficult to sell given its proximity to a major highway; and to make it more difficult we were out of the country during a portion of the sale. Andrea's team started with amazing photos, highlighting the home's benefits to balance buyer concerns, and thanks to her market knowledge and attention to details, the house was under contract quickly. Andrea maintained contact with us overseas during the inspection, even lining up contractors to address some rather daunting problems. She went above and beyond our expectations to keep the process moving forward. Her patience, optimism and advice helped us overcome some major hurdles that could have derailed the sale of our home; and then she followed that up with getting us into our new home. We highly recommend this team's expertise and professionalism.

Danny & Shanna

Denver, CO

Jean Theobald and her team are my first choice. They have a proven track record of success. Jean is extremely respectful, an excellent listener and was able to assist us in pointing out things that would be long term financial burdens while opening our eyes up to the bonuses that we were overlooking. Jean was able to understand our family's needs and desires. After a lot of searching, Jean assisted us in purchasing the perfect home for our family. When our family grew and it came time to sell our house, I asked her to prove to us why we should invest in her as a Realtor over other Realtors and a company with a lower fixed cost to help us sell our home. We interviewed her team and she showed us why we needed her statistically. She simplified our lives by giving us direction, goals, resources, priorities and support when needed. Jean has a vast knowledge of her industry and what it takes to get top dollar for your home. They were able to exceed our goals expectations professionally, personally, and financially!

Micah & Laura

Parker, CO

Selling the only house your family has known and finalizing a divorce – in the same week – often life unfolds in ways other than what we would prefer. If you are fortunate there are people in your life that help, often in unexpected ways. The experience with you and your team was unique. It is rare that professional services provided by someone are viewed as a gift. Your services for me and my family were just such a gift. I believe one of the reasons the experience was so unique is the balance you bring to the equation – a remarkable background and experience within the industry to draw from combined with a unique experience and ability to help families through a very difficult, confusing, scary, uncertain and sad time. You and your team were remarkable. The services you provided went so far beyond just selling our house I don't know where to begin or how to thank you enough. You anticipated needs we did not yet know we had, you provided caring insight on how to ease the transition for our children, spoke with unflinching truth about what the process would be and what we needed to do in order to be as successful as possible. Looking back I admit much of it is a blur, the only constant being you and your team there to guide, encourage, counsel and doing whatever it took to help our family to successfully navigate a very tough time. Please don't ever hesitate to use us as a reference; being able to sing your praise would be a welcome opportunity to in some small way repay you for your assistance to us.

Pat and Amy

Columbine Country Club, CO



RE/MAX

PROFESSIONALS

