

BUYER CONSULTATION

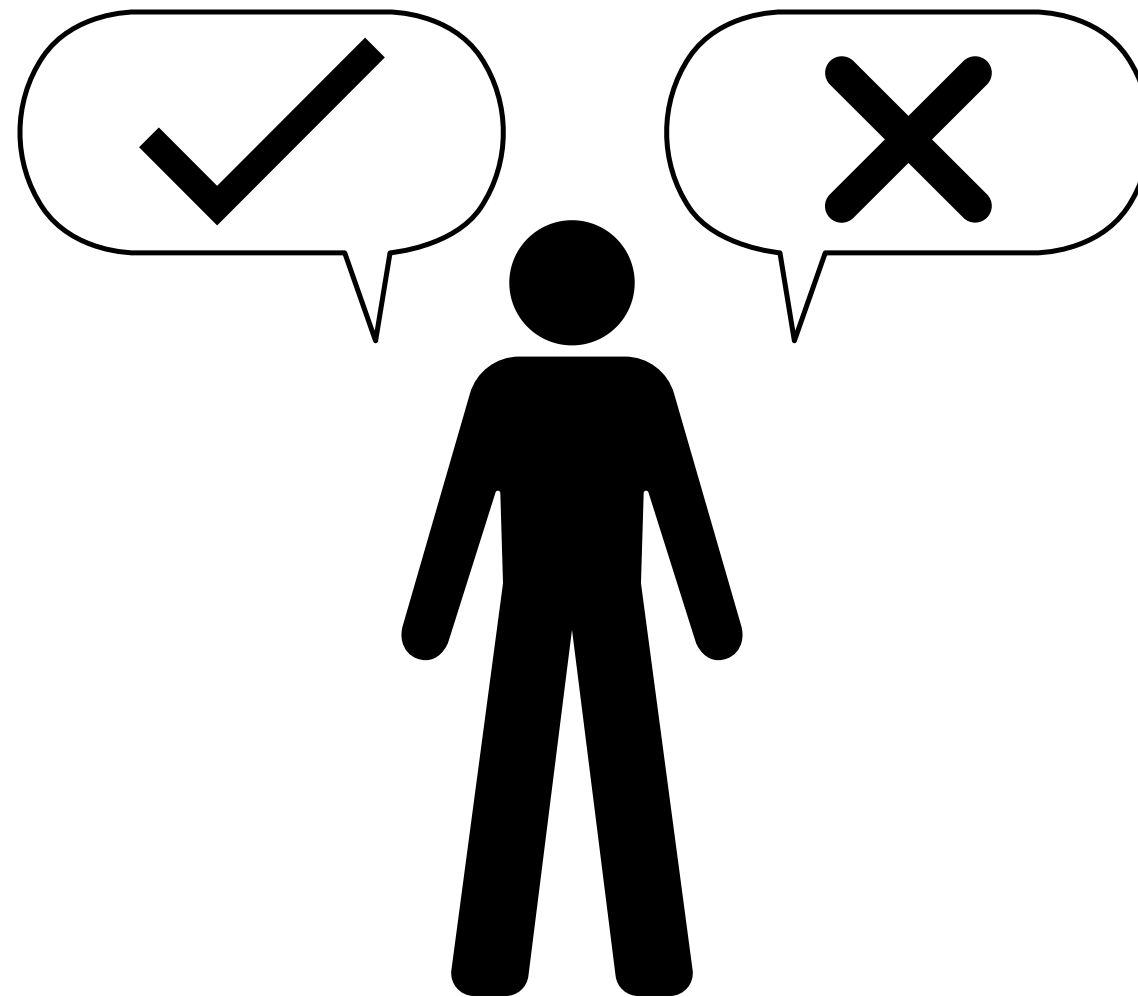


Our promise to you is that we will deliver a superior customer experience with *exceptional* communication.



PLEASE ASK QUESTIONS

It's my job to help you make the best educated decision.



IT TAKES A TEAM TO BE SUCCESSFUL



Total Sales Count

163

Total Sales Volume

\$87,244,032

Your Real Estate Team

30+ Agents

Our Support Network

**Lenders
Title Companies
Inspectors
Vendors**

Median Listing Price

\$785,676

Awarded

Platinum Top 50

Your Support Team

3 Operations

Best in Class Customer Service

900+ Google Reviews



IT TAKES A TEAM TO BE SUCCESSFUL



LEADERSHIP + OPERATIONS TEAM



Chris Huckabay
Director of Agent Growth



Stephanie Hansen
Director of Operations



Lesley Estes
Sales and Growth Manager



Roxi Pena
Executive Assistant



Christine Bui
Marketing Coordinator

IT TAKES A TEAM TO BE SUCCESSFUL

BUYER TEAM



Josh Godwin

Realtor® Partner



Tammy Costello

Realtor® Partner



Antineous Ray

Realtor® Partner



Kingsley Ogundoyin

Realtor® Partner



Rebekah Rice

Realtor® Partner



Xzavyon Davenport

Realtor® Partner



Sierra Martinez

Realtor® Partner



Jannel An

Realtor® Partner



David Fisher

Realtor® Partner



Maddy Brown

Realtor® Partner

IT TAKES A TEAM TO BE SUCCESSFUL

BUYER TEAM



Brice Lin

Realtor® Partner



Andrew Huston

Realtor® Partner



Daniel Rodriguez

Realtor® Partner



Sandra Rendon

Realtor® Partner



John Aromin

Realtor® Partner



Chris Facundo

Realtor® Partner



Adriana Salazar

Realtor® Partner



Misleyn Garcia-Au

Realtor® Partner



Raquel Garcia

Realtor® Partner



Sara Li

Realtor® Partner

IT TAKES A TEAM TO BE SUCCESSFUL

BUYER TEAM



Yossi Bouskila

Realtor® Partner



Haeden Miller

Realtor® Partner



Rainie Sun

Realtor® Partner



Shequita Akplogan

Realtor® Partner



Henning Baussus

Realtor® Partner



Thomas Stone

Realtor® Partner



Demitrius Hudson

Realtor® Partner

LET'S TALK ABOUT YOU

Reviewing the Buyer Profile

[Let's fill out our 24 point buyer questionnaire!](#)

Get info from your buyer!

Your Name *

Short answer text

Buyer Name(s) *

Short answer text

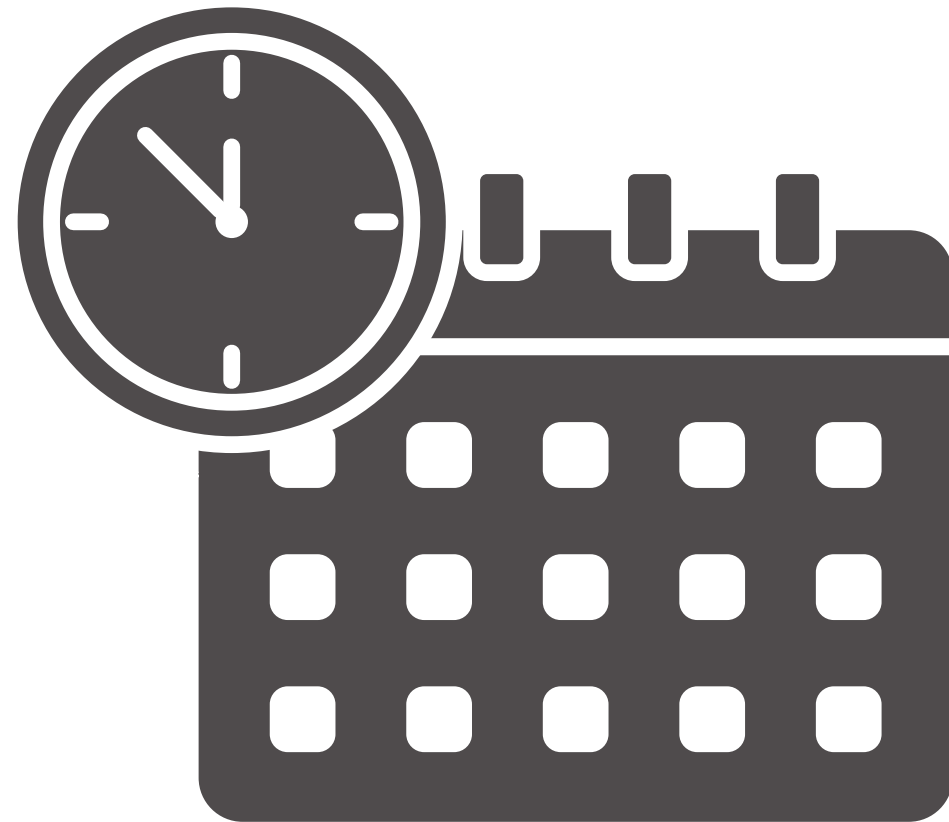
What neighborhood/area do you want to be in?



Paragraph

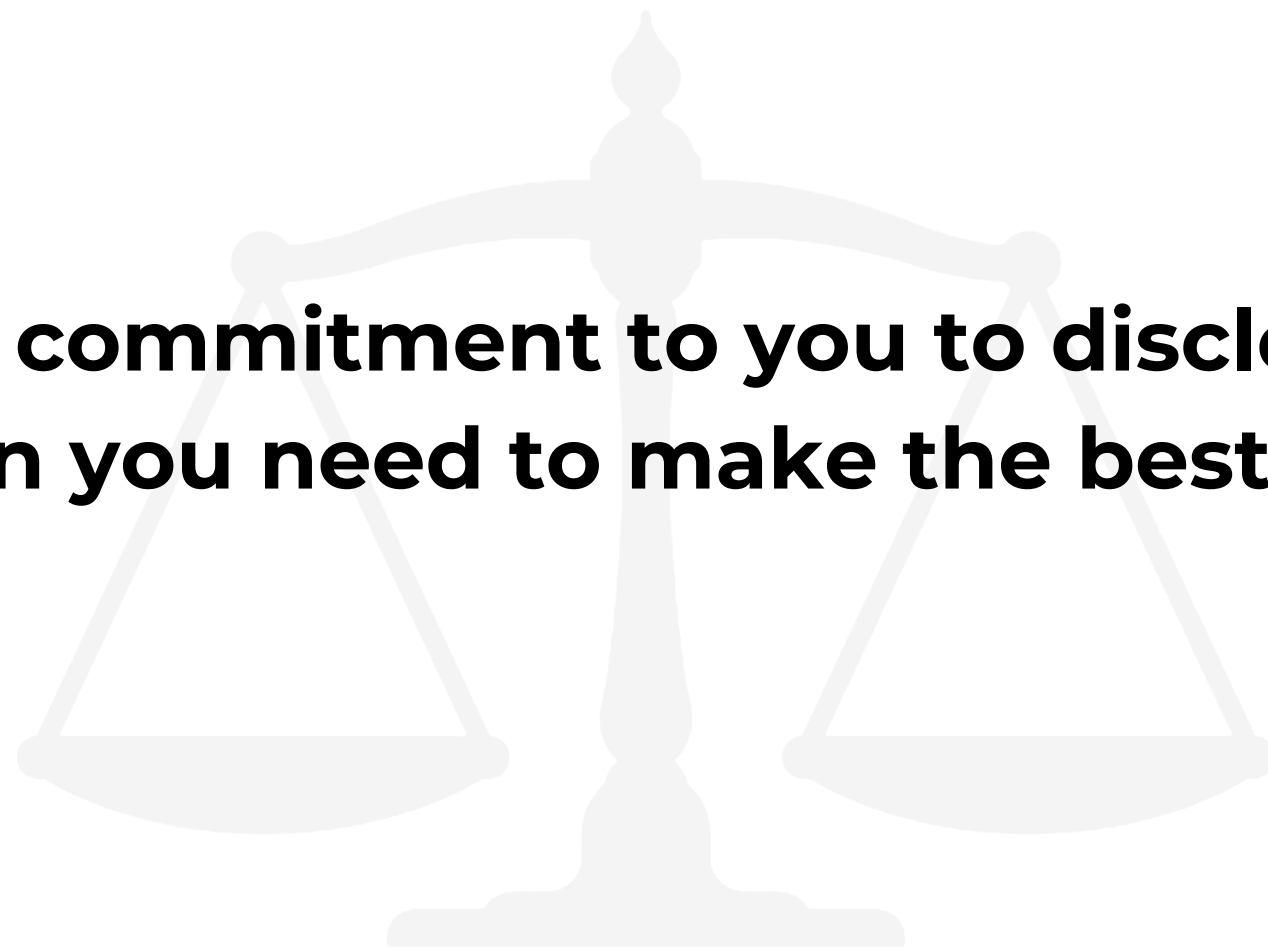
Long answer text

WE WORK ON YOUR TIME



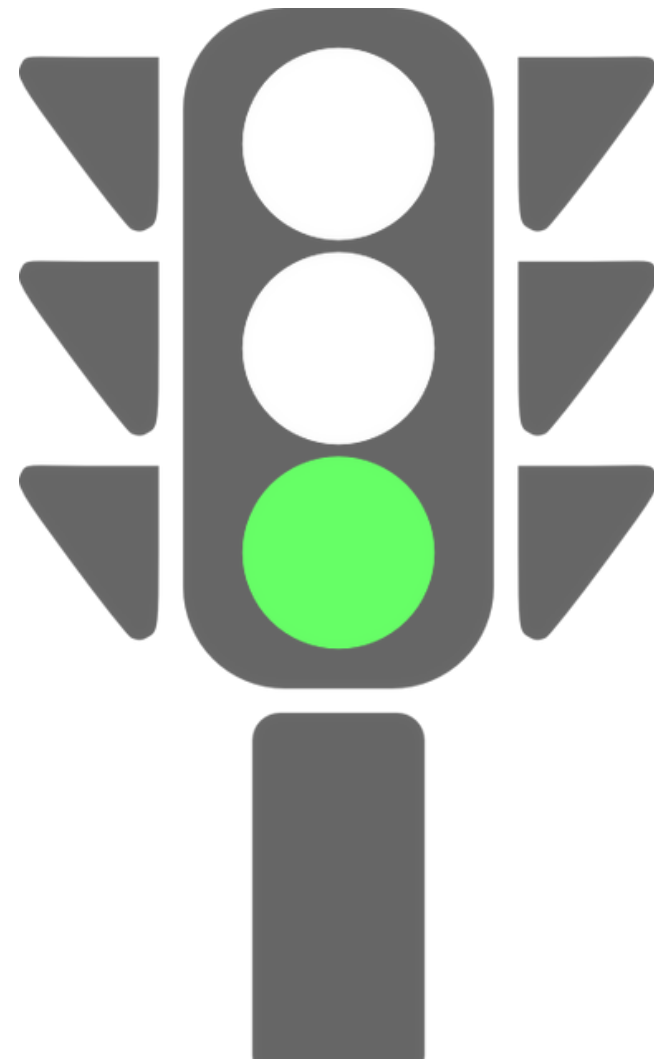
BEFORE WE GET STARTED...

We have a legal and ethical commitment to you to disclose all information you want & all the information you need to make the best educated decision.



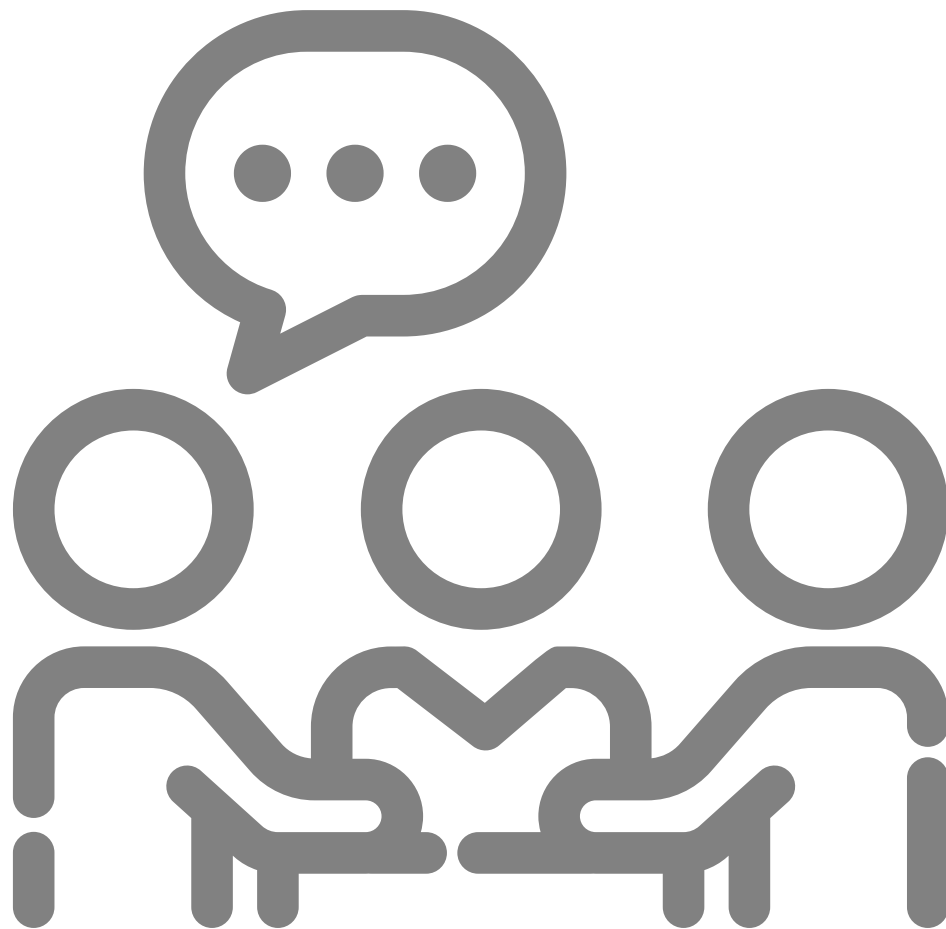
CREATING A STRATEGY

Let's get started



THE NEXT STEP

So the first step in this process is talking to us about your wants and needs, and the next step is figuring out the money.



FINDING A HOME

- **Process of Elimination**
- **Honest Feedback Won't Offend Me**
- **Body Language**
- **Fact Finding “The Book”**
- **Sellers Motivation/Situation**
- **Price Analysis**
- **Make The Offer!**



OFFER ACCEPTED

EARNEST MONEY



OPTION PERIOD



INSPECTION



OFFER ACCEPTED

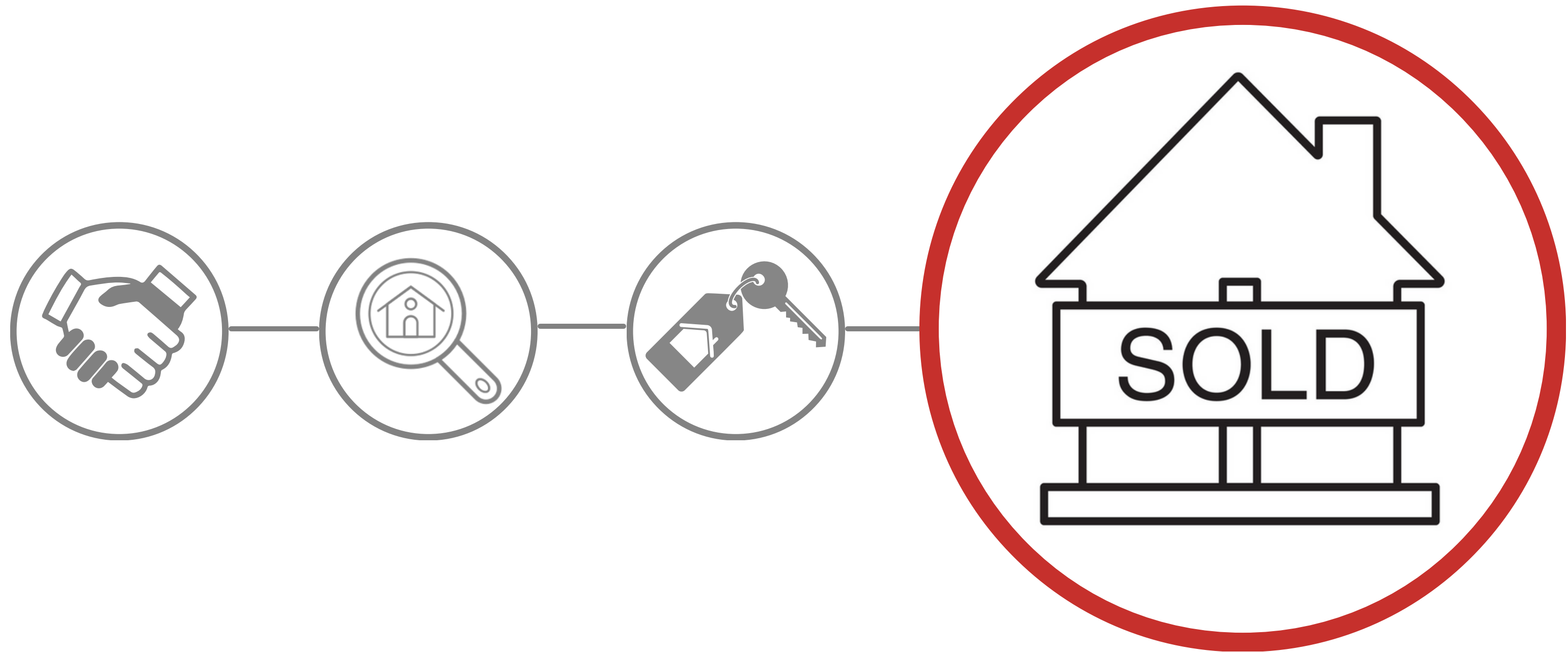
FINANCE



APPRAISAL



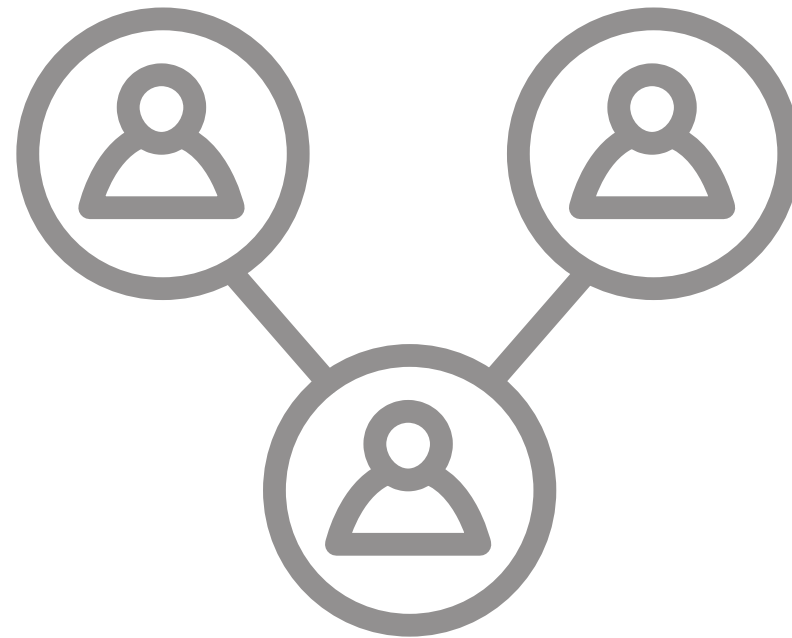
CONGRATS, YOU MADE IT!



AND BEYOND

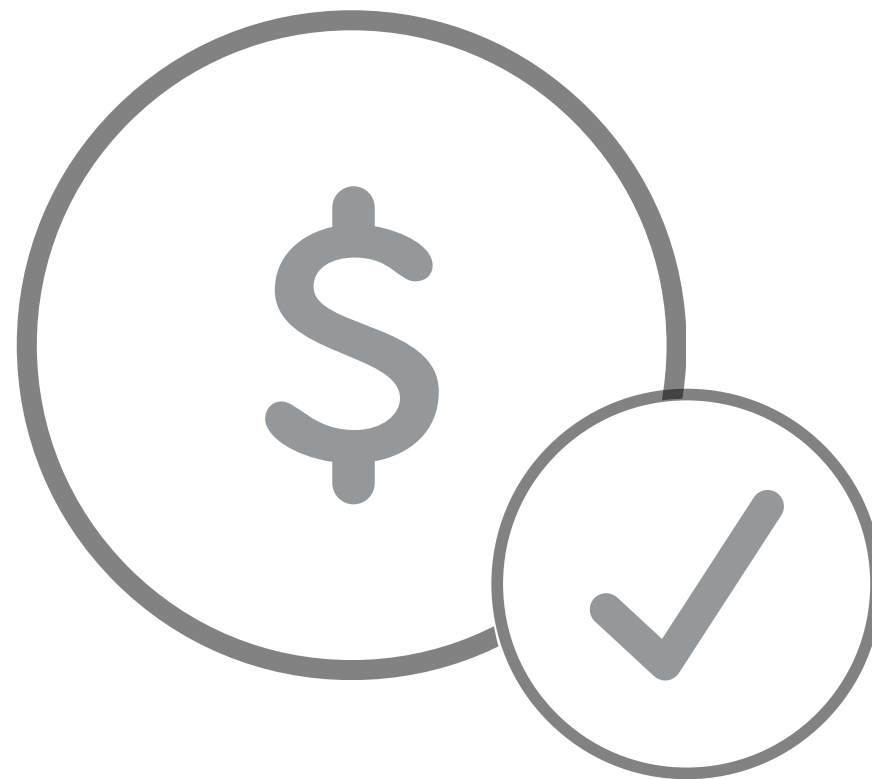
What's so great about our vendors?

- They do GREAT quality work
- They stand behind their work
- Charge a fair price



HOW WE ARE PAID

- **Paid at closing** as part of the seller's proceeds – 3%
- If you don't buy a house, we don't get paid
- We work directly with For Sale by Owner's for you
- We work directly with New Home builders for you



PLEASE ASK QUESTIONS

**If I don't immediately know the answer,
then I'll tell you I don't know and we will find the answer!
Regarding the house, the process, the meaning of life... anything!**



BUYER REPRESENTATION AGREEMENT

We can't do any of this unless we work for you!



LOT'S OF OPPORTUNITIES

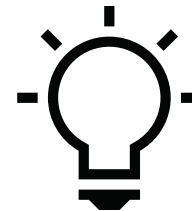


76,000

Jobs posted right now on Indeed in Austin

15,000

Jobs posted that are \$80k or more...



SHOULD YOU WAIT TO BUY?

| | Purchase Price | Rate | Estimated Monthly P+I | Annual P+I Savings |
|--------------------------|----------------|------|-----------------------|--------------------|
| Buying Today* | \$600,000 | 6% | \$2,877.84 | - |
| How long before you buy? | \$600,000 | 5% | \$2,576.74 | \$3,613.20 |
| | \$600,000 | 7% | \$3,193.45 | (\$3,787.32) |

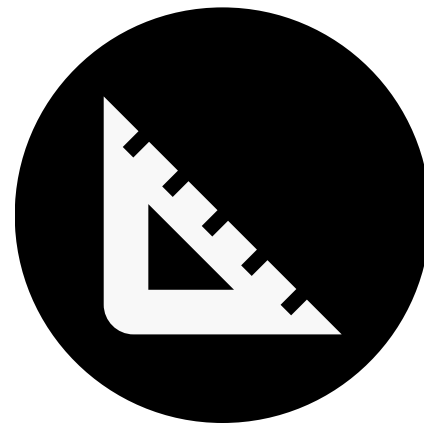
| Annual Rent | | Principal Reduction 1st Year | | Annual Appreciation (Conservative 3%) | | Total Saved |
|-------------|---|---------------------------------|---|--|---|-------------|
| \$30,000 | + | \$7,000 | + | \$18,000 | = | (\$55,000) |

This does not include income tax deductions.

SHOULD YOU WAIT TO BUY?



High demand drove the median home price up 22.4% year-over-year to \$624,000—an all-time record.



The median listing home price per square foot was \$348

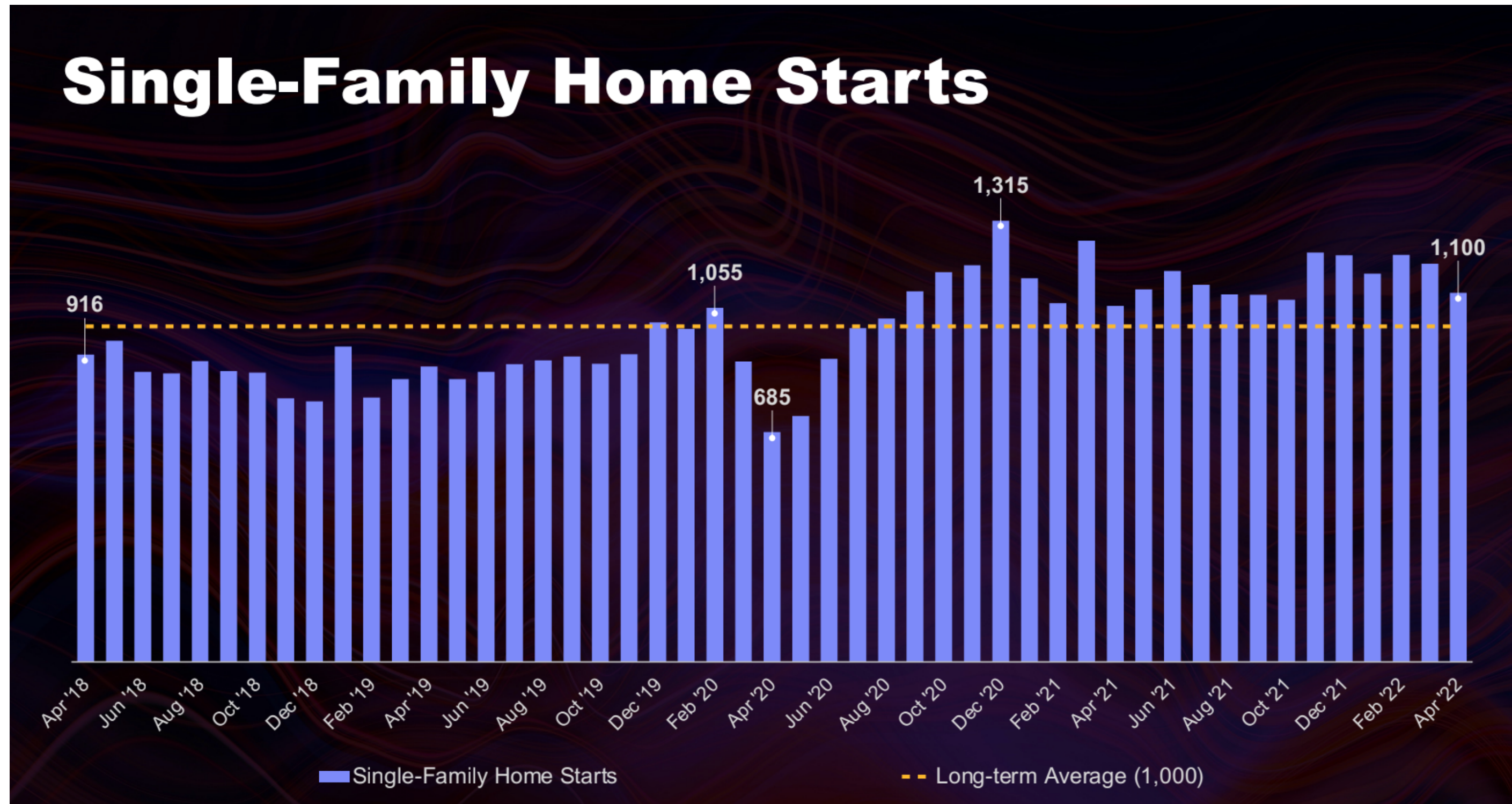


The median listing home price in Austin, TX was \$620,000, trending up 24% year-over-year.

AUSTIN'S CONTINUOUS & FUTURE POPULATION GROWTH



INVENTORY SHORTAGE



WE WORK FOR YOU®



KELLERWILLIAMS
Luxury
INTERNATIONAL

 900+ Reviews
★★★★★
I WORK FOR YOU.®

 BYRNE
REAL ESTATE
GROUP | **kw**
KELLERWILLIAMS.