

BUYER PACKET

THE TASK TEAM

RESIDENTIAL ► COMMERCIAL ► NEW CONSTRUCTION

SETH TASK, TEAM LEADER

CRS, GREEN, C2EX, CNHS, AHWD

2024 PUBLIC/FEDERAL ISSUES LIAISON, NATL ASSOC. OF REALTORS®

2021 PRESIDENT, OHIO REALTORS®

2017 OHIO REALTOR® OF THE YEAR

216.276.1626 (CELL) | SEHTASK@TASKHOMES.COM

**BERKSHIRE
HATHAWAY**
HOMESERVICES

PROFESSIONAL
REALTY

THE
TASK TEAM
REALTORS

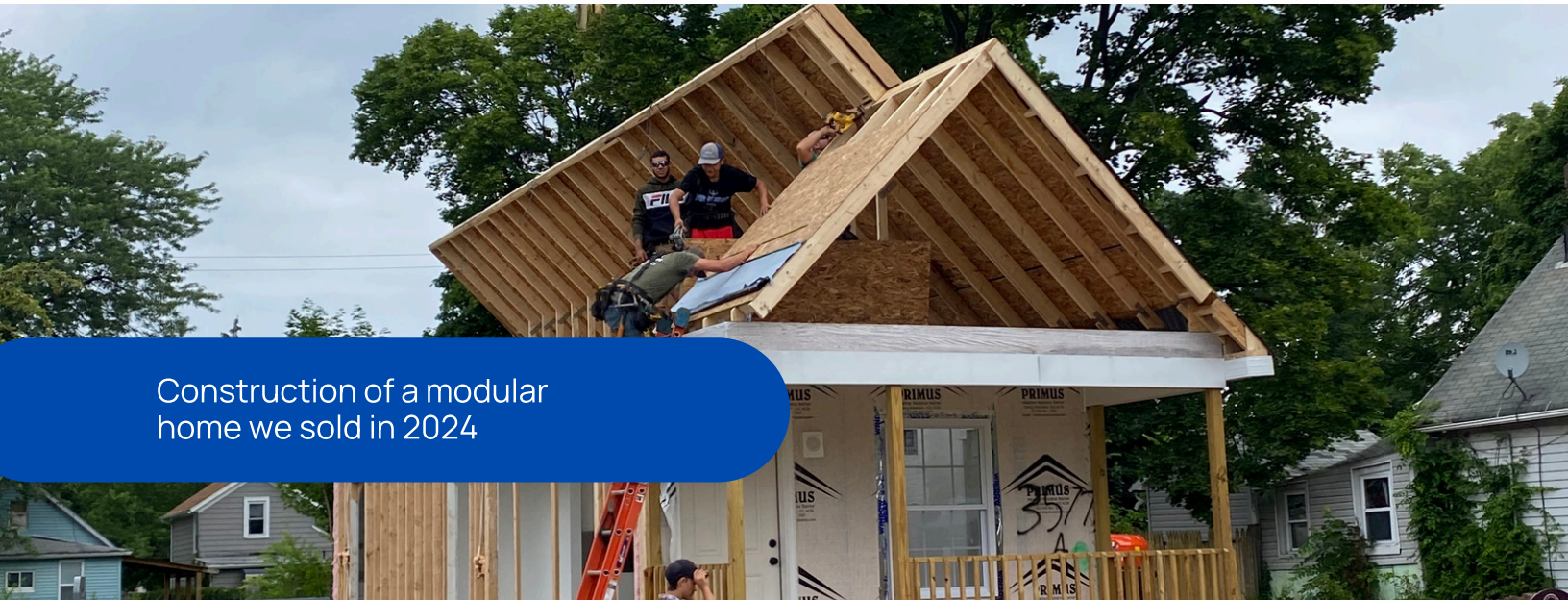


ABOUT Us

The Task Team is an award winning team serving Greater Cleveland as part of Berkshire Hathaway HomeServices Professional Realty. We are deeply passionate about and active in our community of Northeast Ohio!

When we're not working on a transaction you will find us attending community meetings, supporting local nonprofits, and advocating at local and federal levels to improve market conditions for both buyers and sellers. We are committed to upholding fair housing rights, supporting the development and accessibility of affordable housing, and have been nationally recognized as a top performing ally member of the LGBTQ Real Estate Alliance.

- ▶ Decades of experience buying, selling, and developing residential/commercial real estate
- ▶ Top 1% of all US REALTOR® teams in volume
- ▶ Top 100 worldwide teams within Berkshire Hathaway



Construction of a modular home we sold in 2024

Our website features our up to date listings and team info!

Scan the QR code to browse or visit www.taskteamcle.com.



➤ **MISSION**

To enhance quality of life for our clients and communities through genuine relationships, excellence in real estate services and advocacy.

➤ **VISION**

To become the most trusted and respected real estate team in Greater Cleveland by delivering exceptional service, expert guidance, and personalized attention to every client, every time.

➤ **VALUES**

- Integrity
- Care
- Professionalism
- Innovation
- Grit



Presenting the team's donation to The Gathering Place in 2024

OUR TEAM

Your agent will be your main point of contact at The Task Team, but you may hear from some of our staff as well. Our team works together to ensure your transaction goes smoothly and our agents hold certifications and designations in a variety of specialties such as new construction, sustainability, and fair housing.



Chris Armstrong
Listing Coordinator



Claire Billingsley
Marketing &
Special Projects



Jan Brown
Transaction &
Closing Coordinator



Kathy Davis
Agent



Ariana Iorillo
Agent



Kimberly Kolenc
Agent



Steve Kramer
Agent



Molly Malloy
Agent & Ops Director



Paul Morris
Agent



Darren Snodgrass
Agent



Tina Wedler
Agent



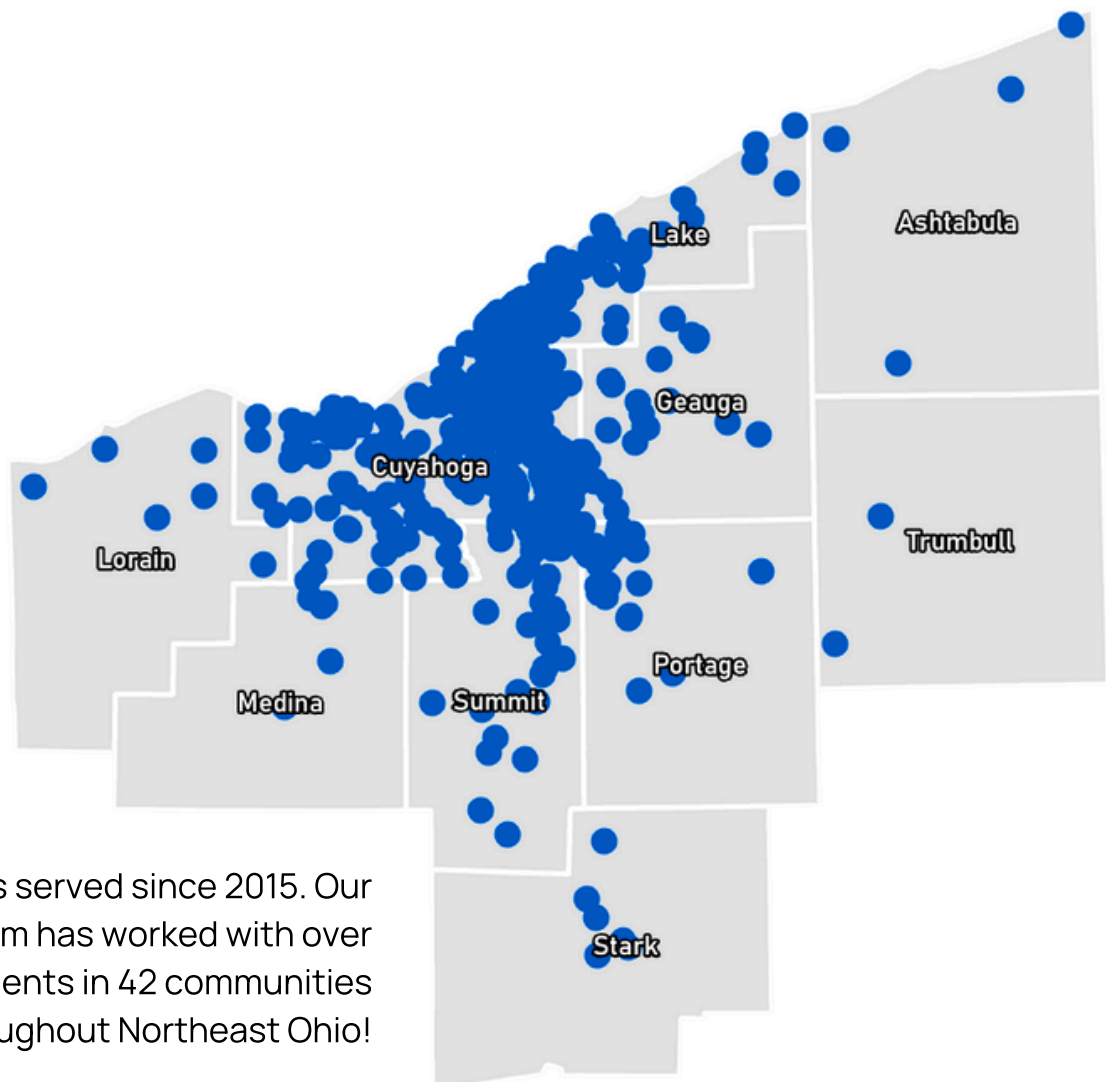
Jeannet Wright
Agent

Team Leader Seth Task has nearly two decades of experience and is certified CRS, GREEN, C2EX, CNHS, and AHWD. He is a Director at the National Association of REALTORS®, served as President of the Ohio REALTORS® Association, and has appeared before the Federal Reserve Bank, FHFA, Rural Housing Services, and HUD as an expert in his field.



OUR SERVICES

We work with both buyers and sellers to find, sell, and develop residential, commercial, luxury and new construction properties. We are with our clients every step of the way, from the first moment of contact and beyond the closing date. We provide free market analyses, a proprietary listing service, comprehensive in-house marketing, linkage to lenders, contractors and other vendors, and access to best-in-class databases and resources through years of industry service. Our team will be available to you for local recommendations and market information long after your transaction has closed.



Clients served since 2015. Our team has worked with over 2,000 clients in 42 communities throughout Northeast Ohio!

WHY BUY A HOME?

BUILD EQUITY

Unlike renting, as you pay your mortgage, you build equity. This turns your home into a powerful financial asset. Statistics show that the average homeowner's net worth is 98% greater than that of renters.

STABILITY

You gain control over your living space without worrying about rent increases or forced moves. Fixed-rate mortgages provide stable monthly payments!

TAX BENEFITS

You can deduct mortgage interest and property taxes to lower your tax burden.

INVESTMENT

Real estate often appreciates, offering long-term financial growth.

COMMUNITY AND PERSONALITY

Owning fosters a sense of belonging and connection in a neighborhood. Having your own home also allows you to make the changes you want to see!



Buying all customers free coffee at Evexia Cafe in 2023.
One way we build community in different towns/cities!

WHY BUY WITH THE TASK TEAM?

Buying a home is a major financial decision. Having an experienced buyer's agent - someone who exclusively represents YOU and YOUR best interests in a real estate transaction ensures you navigate the process smoothly. In Ohio, a signed Buyer's Representation Agreement is required before touring homes with a Realtor, which is a new standard that protects you throughout the buying process and provides transparency regarding representation and compensation.

But why should you work with The Task Team to find your dream home?

EXPERTISE AND MARKET KNOWLEDGE

We provide tailored insights about housing, create custom property portals, and offer data-driven guidance. We'll help you understand market trends, property specifics, neighborhood benefits, and much more, using our experience of having assisted over 2,000 clients over the past two decades.

ACCESS TO OUR RESOURCES

From Dotloop to Keepingly and Google Suite to our stable of dozens of referral vendors, our team's resources are available to YOU to help make the homebuying process and ongoing homeownership journey as easy as possible.

NEGOTIATION SKILLS

We craft offers that protect your interests and secure favorable terms using the latest market data and what is best for your personal situation. Our team is trained in negotiation tactics and has decades of experience securing the best outcomes for our clients.

TIME AND STRESS MANAGEMENT

We handle paperwork, inspections, title and lender communication, and more ensuring a smooth transaction with our network of trusted professionals.

GIVING BACK

We care about the communities we work in! When you work with us, we will commit a portion of our fee to one of three nonprofits: The Gathering Place, Humble Design, and Sunshine Kids.

THE HOMEBUYING PROCESS

1. INITIAL CONSULTATION

We start by understanding your goals, preferences, and budget. This allows us to set up a personalized home search and ensure a smooth process from day one. We will review for financial capacity together and if needed, refer a lender to obtain a pre-approval so that you are armed with the knowledge of your buying power.

2. HOME SEARCH & VIEWING

Using your custom property portal as well as our network of off market collaborative partners, we'll help you explore homes that match your needs. We'll schedule tours and offer insights on each property. We will help dig further into those properties in which you have a higher level of interest.

3. MAKING AN OFFER

When you've found the perfect home, we'll guide you through crafting a competitive offer that protects your interests. We handle all negotiations to secure the best deal.

4. HOME INSPECTION

We recommend professional inspectors to assess the property's condition. We'll review the report with you and negotiate repairs or credits if needed.

5. BETWEEN CONTRACT AND CLOSING

We coordinate with your lender, the title company, and other professionals to ensure everything is on track. You'll be updated regularly as we handle the details.

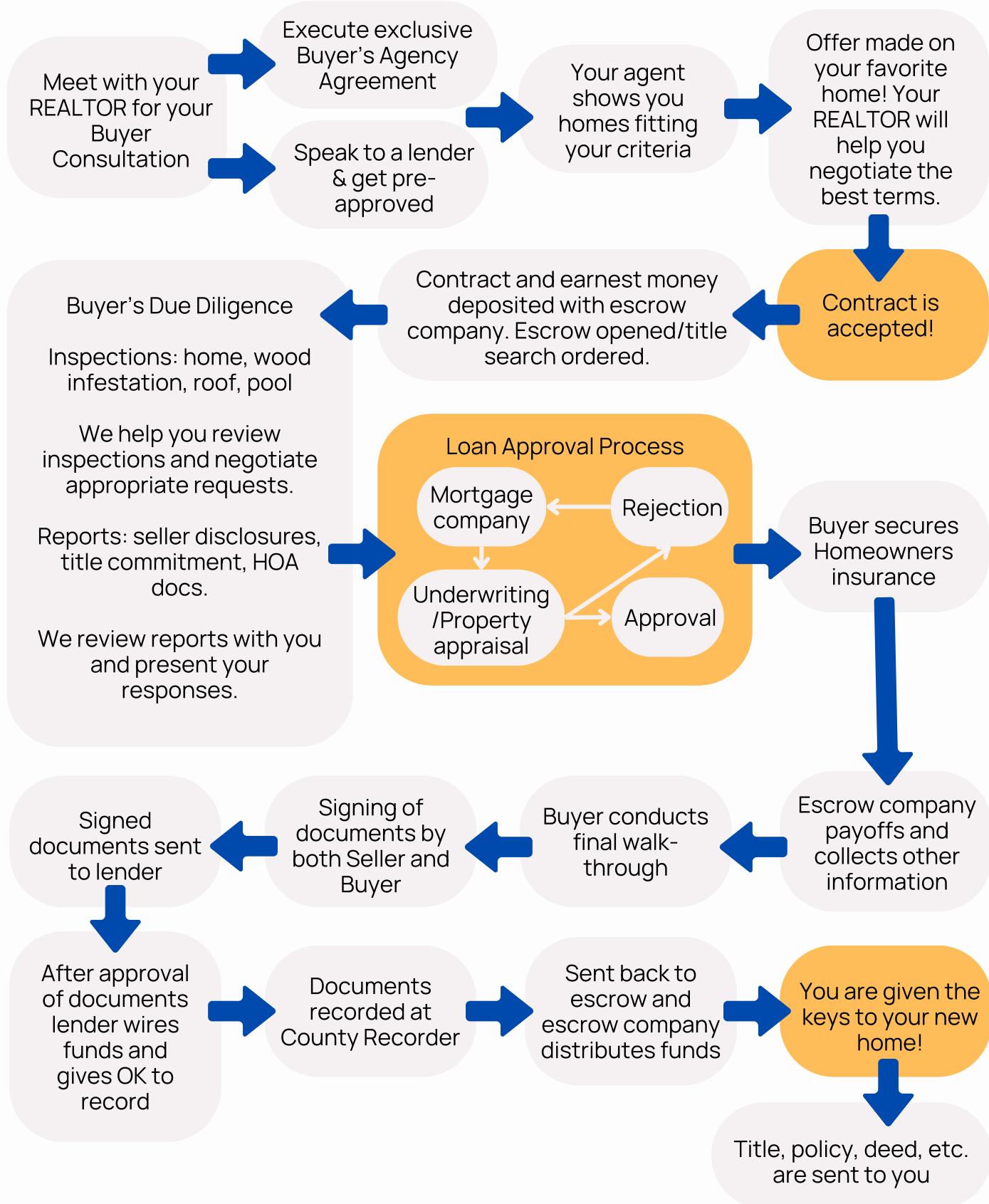
6. CLOSING THE DEAL

Before closing, we conduct a final walkthrough to confirm the home's condition. Once the paperwork is complete, it's time to celebrate and move in!

7. POST CLOSING

We will help set you up with post-closing to-do's and helpful tips - things like change of address cards, saving documents for end of year tax purposes, home maintenance tips & beyond. We are your trusted advisors for life!

BUYER FLOW CHART



FAQS

1. DO I NEED A PRE-APPROVAL TO START HOUSE HUNTING?

While not a requirement, we highly recommend it! Having a pre-approval shows sellers you're a serious buyer and helps you understand what you can afford. Agents are required to follow the same procedure for every buyer so expect to provide a pre-approval or proof of funds to most agents at or near the beginning of your relationship.

2. HOW MUCH DO I NEED FOR A DOWN PAYMENT?

Down payments typically range from 3-20% of the home's price, depending on your loan type and finances. We'll work together to find the right fit for you, including connecting you with down payment assistance programs if available.

3. WHAT IS AN APPRAISAL?

An appraisal is a professional assessment of a property's market value, required by lenders to ensure the home is worth at least the purchase price.

4. WILL I NEED TO PAY MY AGENT?

In most cases, the seller covers the compensation for both the buyer's and seller's agents, but in some cases sellers may not pay some or all of the buyer's side.

A man in a pink blazer is speaking on a stage. Behind him is a large screen displaying a white background. The stage is lit with purple and pink lights. There are stage lights and speakers visible above the stage.

Presenting on housing policy and market changes in 2024

5. HOW LONG DOES THE HOME-BUYING PROCESS TAKE?

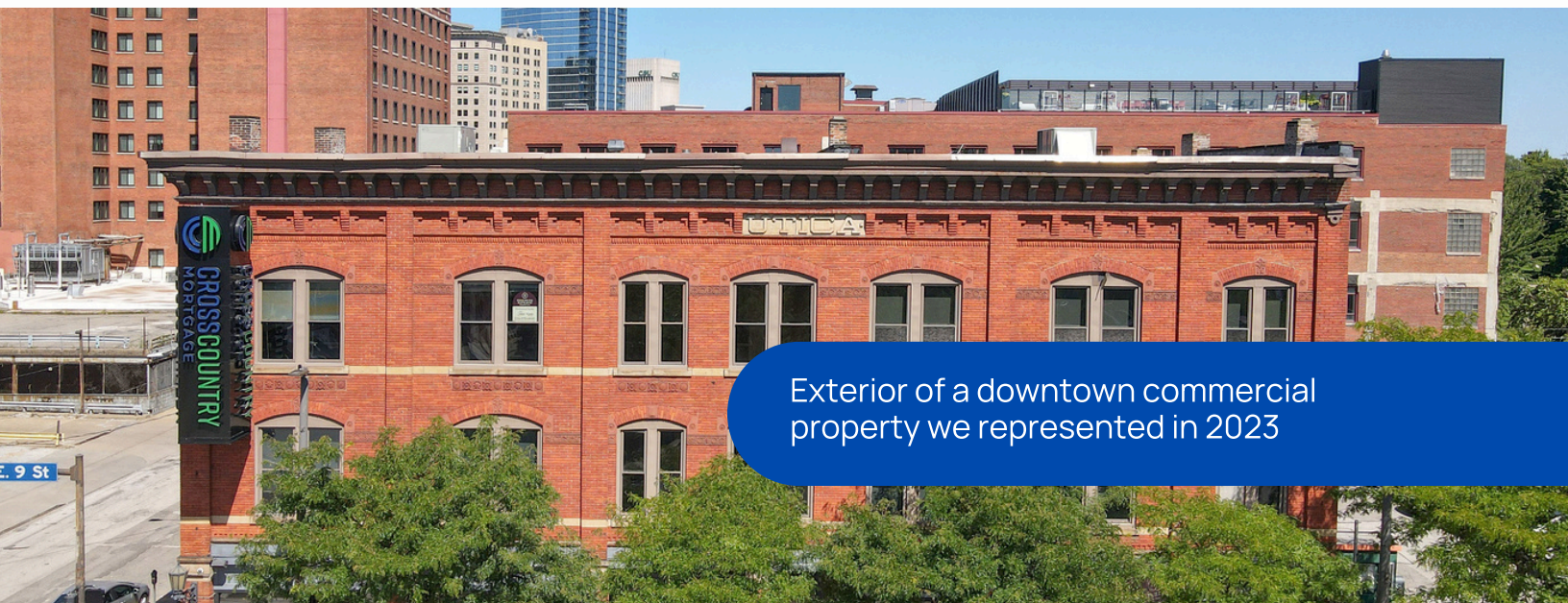
From finding a home to closing, the process typically takes 45 to 90 days, depending on market conditions and financing. However, we're not afraid to stick with you for months or even years until you find your dream home, especially in lower inventory markets.

6. CAN I MAKE MULTIPLE OFFERS ON DIFFERENT HOMES?

Yes, but we recommend focusing on one property at a time to avoid complications in the negotiation process. Additionally you do not want to get caught in having to perform on two contracts at the same time if you do not have the financial capacity

7. CAN I SWITCH REALTORS IF I'M UNHAPPY?

We're confident you'll be happy with The Task Team, but if not, we are always happy to discuss your options! Our exclusive buyer's agency agreements have cancellation clauses built into the agreement for both side.



Exterior of a downtown commercial property we represented in 2023

TESTIMONIALS

REAL RESULTS, REAL STORIES!

Seth was extremely responsive with helpful answers and advice to any question or concern I had throughout the whole selling process. His knowledge was amazing. His team was supportive whenever we needed them. They made a potentially very stressful life situation feel organized and successful. Highly recommend for all home "transfer" needs!

Molly was great. She always responded in a timely manner and her knowledge was impressive. If she didn't know something, she reached out to someone who could help us. Highly recommended!



Pie Day - our annual tradition to give thanks to our clients with Patterson Fruit Farms pies!

TESTIMONIALS

Could not have asked for better representation. Seth and Ariana went to great lengths to be sure all stated goals were met. Good job Task Team. Happy to use them again in the future.

The Best Realtor Award should go to Kim Kolenc. She is so devoted to her clients!

Seth & Molly are fabulous and I can't say enough about them!

YOUR SUCCESS STORY COULD BE NEXT!



Team outing in 2023; attending Freeze Fest 2024 in Cain Park (a Task Team sponsored event)

NOTES

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A large white rectangular area containing 25 horizontal grey lines, serving as a writing space.

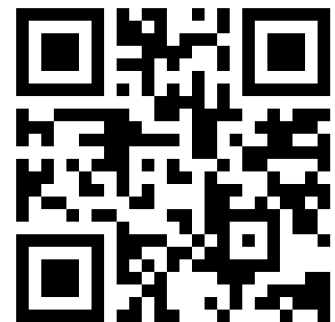


Find all of our links in one place by scanning the QR code to the right!

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HATHAWAY**
HOMESERVICES

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