



JASON MITCHELL  
— REAL ESTATE —

# BUYER GUIDE







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# ABOUT US

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Established in 2006, and with over **\$6 billion** in closed transactions, The Jason Mitchell Group serves clients in 18 state and 56 markets throughout the United States. Recognized as the **#1 Real Estate Team** in America, The Jason Mitchell Group is comprised of the most respected agents in the market. You can rest assured knowing that you're working with one of the best teams in the industry.

Our buyers get access to public and private listings so they can make the best buying decision possible. Our agents are the best negotiators in the business and utilize our brand's power to get the deals done. We make home buying easy! So sit back, relax, and enjoy the service we provide at The Jason Mitchell Group.

## OUR MISSION IS SIMPLE:

To provide a world-class buying and selling experience to each of our clients while ensuring the highest level of communication and providing the most advanced technology in the marketplace.



Forbes

THE WALL STREET JOURNAL.

***RANKED #1 BROKERAGE IN THE U.S.***



# THE BUYING CYCLE

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From agents to transaction managers and processors, we provide a full scope of services to make each step of your real estate experience the absolute best. The steps you'll take to buy your home are shown below in an interactive chart. Check off each step as it's completed and write down any helpful notes.



## Find your agent

This initial step includes:  
**Buyer agency agreement**  
**Loan pre-approval**  
You'll be represented by an agent that understands your market.

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## Home search

We offer a custom home search that brings the best houses in your market right to you.  
**Scan the QR code to get started!**



## Tour properties

75% of the time our clients find their perfect home within the first three showings. Saving you time and stress.

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## Negotiate

This step includes arranging percentage of closing costs, repairs related to inspection and much more.  
**83% of our top agents' offers are accepted.**

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## Ready to accept

Our agents create terms, conditions and provide strategic advice that can make all the difference in getting the best possible deal on your new home.

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## Inspect your home

Offer accepted! Now it's time for a visual exam of the house from top to bottom. Your agent will make sure the condition of the home is exactly how you want it on move-in day.

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## Final walk through

The final walkthrough gives you time to confirm that the seller made agreed upon repairs, and to check that no new issues have cropped up since the home inspection.

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## Closing

After surveying thousands of our clients, we've discovered we have a 97% customer satisfaction rate. We can't wait to help you find your new home.

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# SAVINGS AND BENEFITS

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## OUR SERVICES DON'T STOP AT THE PURCHASE OF YOUR HOME

Each client of The Jason Mitchell Group receives complimentary concierge services to ease the moving process and ensure you are taken care of every moment throughout your home purchase or sale. Scan the QR code below to take advantage of additional savings.



MITCHELL GROUP  
—CONCIERGE SERVICES—

## ADDITIONAL BENEFITS INCLUDE ...

Through our network of trusted partnerships, The Jason Mitchell Group has been able to provide our clients with countless benefits. At the close of escrow, our clients qualify for exclusive savings that include: home security, home warranty and homeowner's insurance!



When our clients choose American Homeshield as their home warranty provider, they also receive a complimentary re-key! A \$500 value, provided at no additional cost.



When opting for the protection with America's #1 home security provider, our clients can experience exclusive savings on service AND equipment from ADT. **Upon registration, you instantly qualify for a \$100 gift card and receive up to \$500 worth of FREE security equipment.** When choosing to go with an upgraded security package, clients can enjoy stress-free ZERO down and 0% interest for up to 60 months.



There is no need to shop around for the best insurance providers in your area. JMG Insurance Services is committed to providing clients with the highest quality insurance plans available combined with some of the lowest possible rates in all 50 states. They handle the search, so you don't have to!



Mail Forwarding



Title Discount



Local Home Service



Installation Scheduling



Internet & Phone Transfer



Discounts on Home Security



# A BRIEF SUMMARY

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## LET'S RECAP

At The Jason Mitchell Group, you can count on your agent to be the very best support every step of the way. Our agents will guide you through what will be one of the most rewarding experiences of your life! Here's how ...



We help with all disclosures and contracts necessary in today's heavily regulated environment. Ensuring that your conditions are met and there are no surprises.



We're well-versed in real estate and experienced with the entire sales process. You'll have a true professional with you every step of the way.



We act as a buffer in negotiations with parties throughout the entire transaction. Our experienced agents will seamlessly close your deal.



We simply and effectively explain today's market conditions and decipher what they mean for you. Finding, buying and owning a home has never been easier.



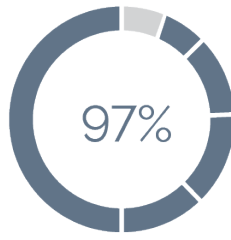
We help you understand today's real estate values when setting the price of a listing or making an offer. Our agents will make sure all the little details are clarified.





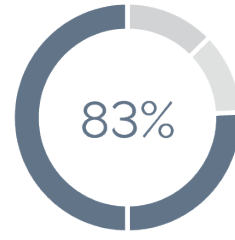
#### 5 Star Reviews

Most 5-Star Reviews  
over anyone in the US!



#### Customer Satisfaction

After surveying thousands of  
our clients we've discovered  
we have a 97% customer  
satisfaction rate.



#### Offers Submitted

Our negotiating power and  
reputation is strong. 83% of  
our top agents' offers are  
accepted.

## CLIENT TESTIMONIALS

"Kendra Townsend was great to work with! She helped us lease our house when we initially moved to San Antonio so we called her a couple months ahead of us wanting to buy just because the market is so crazy. She did a great job of being very straightforward with us and preparing us, helping us back into a purchase price that met our budget, and guiding us through that process so that we went under contract in 2 days!" – *Sophie S from San Antonio, TX*

"I can't thank Donna Mendoza enough for all her help throughout the buying process. As a first-time home buyer, she was very patient with me and all my questions. Without her intuition and negotiation skills, I don't think we would've gotten our home before our preapproval expired. And given the hot, super competitive Phoenix-metro housing market, I would highly recommend you get Donna on your team!" – *Michelle O. from Arizona*



"We know you have many choices when it comes to choosing your real estate agent. That's why we go the extra mile - to make the buying and/or selling process as easy as possible. It's with continuous efforts and the relentless pursuit of finding the most effective marketing tools that allow us to push ourselves each and every day."

– Jason Mitchell, President and CEO

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