

# ABOUT US

## ROB MACDONALD

Rob was born and raised in Hampton, where he lives with his fiancée and two young sons. He has been an award winning REALTOR® since 2009. He takes pride in providing quality customer service in all his dealings and looks forward to serving Hampton and surrounding areas as part of Sutton Group.

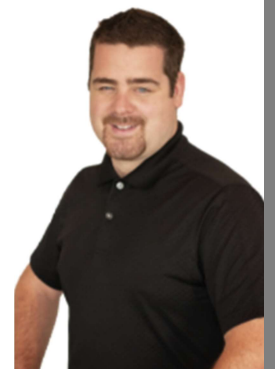
## BARRY MACDONALD

Barry entered the real estate industry in 2006 after a 16 year career as a convenience store franchisee in Hampton and Quispamsis. In 2003 Barry returned to college fulltime for two years and graduated on the “Deans List” with a Marketing Diploma in 2005. Barry and his wife Mary have always been active in the community and have four grown children. Barry has obtained his Seniors Real Estate Specialists Designation and is e-PRO Certified. Barry is also a member of the “Luxury Home Marketing Institute”. Barry has served two terms as a director on the Saint John Real Estate Board. Barry and Rob, are committed to their real estate business. This dynamic duo is on top of the latest marketing and technology trends within the industry.

Are you looking to make your next move?  
Call Us Today!



**Barry MacDonald**  
506-647-8902



**Rob MacDonald**  
506-608-1906

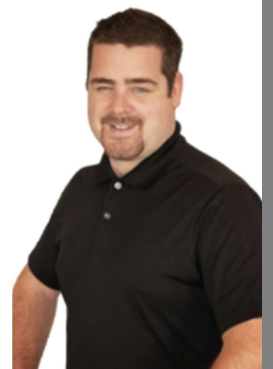
# HOW WE WORK

- We strive to stay on top of all trends and technologies to be able to make you a well-informed buyer.
- We constantly monitor the listing hot sheet
- Utilize an automated system to send out daily emails of any new listings or price changes of properties meeting your criteria.
- Buying real estate can be a very stressful experience. We will navigate you through the process to help make your buying experiences as stress free as possible.
- Whenever possible we will both be present at all showings, but there are occasions that one of us get pulled in a different direction.
- Our business is our livelihood and we are not part-timers.

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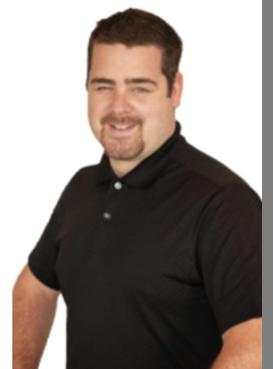
# OUR SERVICES FOR BUYERS

Our services and commitments for buyers include:

- Needs analysis interview
- We will provide a comparative market analysis and statistics to help you understand what the market is doing at that point in time
- Assistance with lender pre-approval
- Computer property match and email notification
- Preview property and provide history when available
- Provide school and neighborhood information upon request
- Customized Communication Plan – see details on following page
- We can have your new home built to specifics through our building partner “Bonney Construction” They are very established builders in the Southern New Brunswick area.
- Coordinate with inspectors, appraisers, insurance, water testing etc.
- Personal home tours & listing details
- Purchasers checklist sent to you within 2 business days of initial meeting



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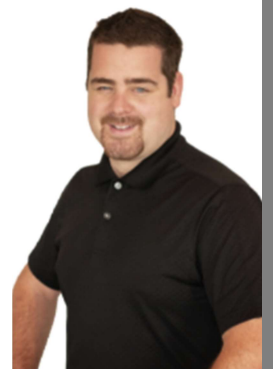
# PLEDGE OF SERVICE AGREEMENT

As your REALTORS® , we agree to the following:

- Arrange a free no obligation pre-qualification meeting with a lender
- Provide regular communication during the entire transaction as necessary
- Search the Multiple Listings Service on a regular basis for homes that meet your criteria
- Represent you with any builder or developer of your choice
- Negotiate the purchase of any “for sale by owner property”
- Arrange private showings
- Discuss strategy about the offer price, financing terms, interest rate & possession date
- Help you arrange for inspectors during the inspection phase of the negotiations
- We will demonstrate our knowledge of the area and market conditions



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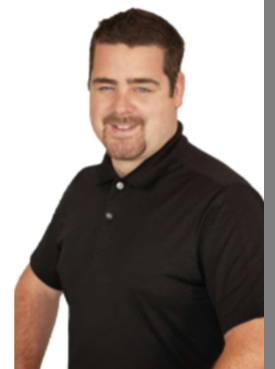
# BUYERS PROCESS

There are many important steps to the buying process that must be followed, some of which are listed below. It is our job to arrange the successful performance of each one of these steps:

1. Getting Pre-Approved for a mortgage
2. Defining your needs and wants
3. Start the search process
4. Previewing properties
5. Determining your offering price when you find that property
6. Writing the offer
7. Negotiating with the sellers or their REALTOR®
8. The buyer is responsible for costs associated with water testing and home inspection.
9. Provide a “To Do” check list to you
10. Explain legal fees, adjustments, and other costs involved
11. Pre-Closing inspection



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# WHAT HAPPENS ONCE YOU MAKE AN OFFER ON A HOUSE?

We will negotiate your offer with the selling party to get you the best price possible. Once accepted you must complete the conditions as attached in the offer by the dates indicated. This period typically takes 7-14 days to complete. Typical conditions on an offer include:

- Home inspection confirmation
- Finance approval confirmation
- Property insurance
- Water test (if on a well)

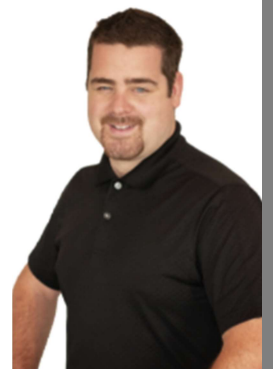
Other conditions may be included in your offer. In most cases a seller will provide a Property Disclosure Statement outlining any deficiencies with the property that may not be visible.

Once all the above is completed and you're satisfied, then the deposit is due. The deposit is made by bank draft and made payable to the listing company "In-Trust". At this point, all the paperwork goes to both lawyers.

Your lawyer will require you to sign documents just before the closing date. Typically, we will do a "Pre-close walk through" the evening before the closing date. Then you will inform your lawyer if all is well, or not. Then you wait to hear when you can pick up your keys to your new home!



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# FREQUENTLY ASKED QUESTIONS

Many buyers do not fully understand the home-buying process and the role of the real estate agent. Here are some of the most often asked questions agents receive from buyers.

## **Do I have to contact the REALTOR® who has the property listed?**

*No. We can show you and represent you on any listing that interests you no matter who holds the listing.*

## **Is it expensive to use an agent when buying?**

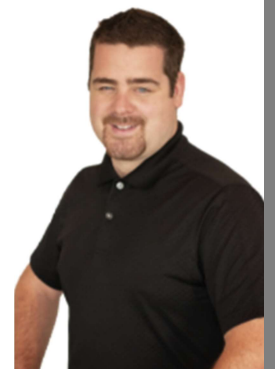
*The compensation that a buyer's agent (also called the "selling agent") receives typically comes from the seller's proceeds, and that information is provided in the multiple Listing Service (MLS). In such a case, there is no cost for a buyer to be represented by an agent. If a buyer is interested in purchasing a property not listed in an MLS, it is possible that the seller will not compensate the buyer's agent. In this case, a buyer agency agreement would detail the buyer's obligation to compensate their agent. Typically, even with unlisted properties, the seller compensates the buyer's agent.*

## **What is a "Buyer Agency Agreement"?**

*A "buyer agency agreement" is a contract between a buyer and a real estate agent. Contracts can vary in length of time, and can include or exclude certain geographical areas. The buyer agency agreement lays out the commitments of the buyer to the agent, and the agent to the buyer.*



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**How can I find out about new properties?**

*Your agent can work with you to determine how often you want to receive updates on available homes, and by what method (telephone, emails, text). Clients using email can receive automatic updates from our MLS systems as soon as new listings are entered.*

**What if I find a property on my own?**

*It is never appropriate for you to contact the sellers of the home directly if it is a listed property. Let us know and we can help.*

**Can I go to open houses without my agent?**

*Yes, please inform the hosting agent that you are already working with us ☺*

**Can I work with more than one agent?**

*Nothing is more frustrating to an agent than a buyer who is working with multiple real estate agents. Without a commitment from you to work with just one agent, it's not likely that the agent will do their best work for you*

*The exception to this situation is a buyer who is looking in a large geographic area. If you are looking for property outside the market area your agent specializes in, ask them for a referral to an agent in another area (s). That way, both agents are in communication during the home search, allowing them to partner in finding you the right property.*

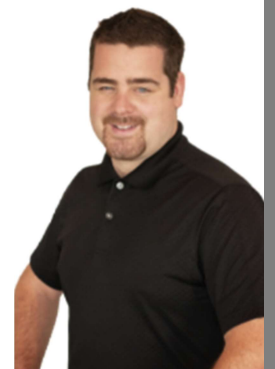
**What if you are unhappy with us?**

*Let us know that you are unhappy, and the reason why. It may be a simple misunderstanding that can be corrected. If the issues are more substantial, or the relationship simply isn't the right "fit", tell us that you no longer wish to work with us. If you have a buyer agency agreement, you will need to provide a written cancellation of the agreement. Buying and selling real estate are complex transactions, and its important that you have an agent to represent your interests.*

**THANK YOU!**



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