For The Roof Over Your Head, Trust Team Ted

YOUR TRUSTED HOME PROTECTION PLAN

Purchasing A Home As A Big Step – A Huge Decision. It always surprises me when a Buyer attempts to "go it alone" or use an inexperienced friend or relative "who's an agent". Tapping the experience of a Real Estate veteran and Accredited Buyer's Representative (ABR®) can make the difference between a wonderful transaction and a nightmare.

Why You Need Representation – A well kept secret is that if you don't establish a relationship with a real estate agent to work on your behalf, the agent that you think is working for you, is actually working for the seller! They are obligated to the SELLER, not you! Is that in your best interest?

YOU WIN! – AND IT COSTS YOU NOTHING

1. **Full 24/7 Access To The MLS** – Automated Listing Alerts

2. **Time Maximization!** Only see homes that match ALL of your needs and wants. No more wasting time and gas looking at homes that won't work for you.

3. **Representation** – Contacting the listing agent directly does not work in your favor. Listing Agents enter into a legally binding agreement that requires them to ALWAYS act in the best interest of the seller. They are the seller's "coach" and will make sure that their client's best interests are looked after. Luckily, you'll have an agent who is there to make sure that YOUR best interests are accounted for.

4. **Negotiating Power** – Once you've found THE right home for you, your agent will run the numbers (the "comps") and come up with the "Fair Market Value" of the property based on recent sales and property condition. Coming up with the proper market value is best left up to a professional not a website that "estimates" value.

5. **Experience** – The average person buys 3-5 homes in their lifetime. A good Buyer's agent will assist in 3 or more home purchases every month. What might seem complicated or intimidating to you is fairly common and familiar to a Buyer's Agent. A professional knows what to expect and will alert you if anything out of the ordinary occurs.

6. **Industry Contacts** – It takes a lot to close a real estate transaction – Buyer's Agent, Loan Officer, Inspector, Title Company, Appraiser, Insurance Agent, General Contractors and so on. A good agent will come with a strong team that has performed in the past, and will continue to perform. A transaction is only as strong as it's weakest link – with your strong Buyer's Agent & their closing team, you can rest assured that you will have plenty of support.

7. **Piece of Mind** - If you're like most people, your home is the largest purchase you will ever make. The average person spends around 1/3 of their total monthly income on their home. This is a *big decision* and you don't want to go it alone or trust it to an inexperienced agent. You deserve knowing that your best interests are being protected.

Reasons To Trust Ted Gottlieb & Team Ted

- Experience! Over 40 years of combined Real Estate experience!
- Years of working exclusively with Buyers
- Ted has his Buyer's Agency (ABR®) designation (as well as many others)
- A licensed BROKER/Salesperson and REALTOR®
- New Construction Specialist
- Closes 3 home sales a month (on average)
- Focuses on YOUR best interests
- We're always there – beyond closing!
- A great source of contractor referrals

Keller Williams Realty Chesterfield (KWRC)

- Consistently Outperforms St. Louis Association of REALTORS®
- On Average Gets 1.5% more for your home (April 2013)!
- KW is the largest real estate franchise in the U.S. – est. 1983
- KW business & education focused! Strives for excellence.

Client Reviews

- "EXTREMELY helpful in locating a condo, within our price range and helped us negotiate our terms" – Jack – September 2012

- "Absolutely fantastic……extremely responsive….will definitely be recommending him to our friends….made the house hunting process a wonderful experience" – Renee – September 2012

- "Very patient and dedicated" – Kristi – 2012

- "Efficient, focused, and very intelligent on the process of home buying" – Frank

- "An excellent representative for us…he listened and understood just what we were looking for" – Tori & Chris – 2012

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