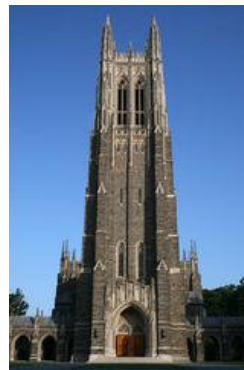


# The Owens Team

Working **O**ver  
ime For You

**THE OWENS TEAM RELOCATION GUIDE  
FOR YOUR MOVE TO  
CHAPEL HILL, DURHAM OR CARRBORO**



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**[www.TheOwensTeam.com](http://www.TheOwensTeam.com)**  
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## Welcome to The Triangle!

“**The Triangle**” North Carolina area surrounds **Research Triangle Park (RTP)** and is made up of three distinct cities that form a triangle based on their geographical locations: **Raleigh, Durham, and Chapel Hill**. The region has numerous suburbs and an estimated population of 1.8 Million.

**RTP**, commonly called “**The Park**,” is named for the famous research park created in the late 1950s. Because of RTP and the world-class universities, the Triangle is recognized for being one of the top research areas in the country.

**RDU** is the name of the Raleigh Durham International Airport.

Celebrated for dominating **ACC** sports, the Triangle has three **NCAA** Universities: the **University of North Carolina at Chapel Hill, Duke University, and North Carolina State University**. Wake Forest University also participates in the ACC but is located in Winston Salem and is part of the Triad region of North Carolina.

The Triangle is renowned for its world-class medical facilities. **Durham** is hailed as the “**City of Medicine**” with **Duke University Health System** being one of the largest medical employers in the state. The **UNC Health Care System** is based in Chapel Hill and **Wake Med** is in Raleigh/Wake County.

**IBM, Lenovo, SAS, Red Hat, Qualcomm, Bayer, the EPA, Cisco Systems, Burt’s Bees, GlaxoSmithKline, the US Forest Service, and Duke University** are among the top employers in the Triangle.

The Triangle consistently ranks as one of the best regions in the USA to live and work.

- The A & E Channel recognized Chapel Hill as the #2 city in their “Top Ten Cities to Have it All” and Money magazine rated the town as the #1 “Best Place to Live in the South.”
- In 2009, Forbes Magazine ranked Durham #3 best place for business and career.
- Raleigh is commonly called “The Smithsonian of The South” due to its world-class museums and historic sites.

## About The Triangle

### **Carrboro**

Established in 1911, the town of Carrboro, situated next to Chapel Hill and UNC, is hailed as “The Paris of the Piedmont.” The town is made up of writers, artists, musicians, and their followers and thrives on the establishment of locally owned small businesses. Entertainment and restaurants are within walking distance for most of the 19,178 residents.

## **Cary**

Cary is a quiet and peaceful community and is known for being one of the safest cities in America. In 2003, Cary was listed in Money Magazine as one of the best places to live in the United States. The January 2004 issue of Money Magazine names Cary as the hottest town in the East and one of six Hottest Towns in America. In August 2006, Cary was again recognized by Money Magazine as one of the Best Small Cities in America, ranking fifth on the magazine's 2006 list of Best Places to Live. Cary's close proximity to the Research Triangle Park (RTP), the 3 main cities (Raleigh, Durham and Chapel Hill) that make up the Triangle and the local universities makes this town a great location. Cary is home to 137,483 residents.

## **Chapel Hill**

Chapel Hill stands out as one of the most desirable communities in North Carolina. A picturesque place with year-round attractions, Chapel Hill is not just a small historic town, but also the home to the University of North Carolina and the Tarheels. In recent years, the A & E Channel recognized Chapel Hill as the #2 city in their "Top Ten Cities to Have it All" and Money magazine rated the town as the #1 "Best Place to Live in the South." The Chapel Hill Public School System is considered to be the best in North Carolina and consists of 17 schools: 10 elementary, 4 middle, 3 high schools. 54,904 year round residents call Chapel Hill home.

## **Durham**

Known as "The City of Medicine," no other city in America exceeds Durham's broad diversity of fine hospitals and allied medical facilities, innovative research laboratories, and major healthcare corporations. Durham, with its 263,592 residents, is home to Duke University and the world-renowned Duke University Medical facility. 80% of RTP is located within Durham. In 2009, Forbes Magazine ranks Durham #3 best place for business and career. When driving around Durham or researching the city, you will occasionally see the word "Bull" in association with Durham. One of the original tobacco companies, formed after the civil war, was called the "Bull Durham Tobacco Factory." The company was named for a bull that appeared on mustard made in Durham, England.

## **Hillsborough**

Hillsborough, founded in 1752, was one of the first towns created following the establishment of Orange County. It was an early colonial town and was used as the home of the North Carolina state legislature during the American Revolution. The town captures this historical essence with the remains of its 18th and 19th century buildings and continues to be a flourishing small town. The town of Hillsborough, approximately 13 miles north of Chapel Hill and northwest of Durham, is ideally located at the junction of Interstate Highways 40 and 85. Hillsborough is home to 10,000 residents

## **Pittsboro**

Pittsboro is the heart of Chatham County, is the county seat, and is one of the fastest growing counties in the state. Its 2500 residents are a diverse group of artists and farmers, merchants and students. Pittsboro is ideally situated at the intersection of US 64 and Hwy 15-501. It is 16 miles south of Chapel Hill, 25 miles west of RTP, and 32 miles west of Raleigh. It's a short drive to the recreation areas at Jordan Lake State Park. The historic architecture of Pittsboro remains an important visual reminder of the town's growth since the late 18th century.

## **Raleigh**

Named for Sir Walter Raleigh, Raleigh is home to the state capital, 405,791 residents, and is also the state's arts center. "The Smithsonian of The South" is best known for its world-class museums, capital area historic sites, professional and amateur sporting events and abundant shopping with nine major retail areas. Greater Raleigh truly offers variety. North Carolina State University (NCSU) is situated

just a short distance from the Capital and is the state’s premier engineering, veterinary, and science institution.

**RTP, Research Triangle Park**

Research Triangle Park, located between Raleigh, Durham, and Chapel Hill was created as a research “park” in 1959. RTP consists of 7,000 acres and 170 companies. 42,000 individuals are employed. The majority of the companies are in research and development. A RTP employee earns an average of \$56,000 per year.

**Visitors Information**

<b>Chapel Hill Visitors Bureau</b>	<a href="http://www.chocvb.org/">http://www.chocvb.org/</a>	(888) 968-2060
<b>Durham Visitors Bureau</b>	<a href="http://www.durham-nc.com/">http://www.durham-nc.com/</a>	(800) 772-BULL
<b>Chapel Hill-Carrboro Chamber</b>	<a href="http://www.carolinachamber.org/">http://www.carolinachamber.org/</a>	(919) 967-7075
<b>Durham Chamber of Commerce</b>	<a href="http://www.durhamchamber.org/">http://www.durhamchamber.org/</a>	(919) 328-8700

**Climate**

Chapel Hill, Durham, and Carrboro are centrally located in North Carolina with the mountains to the west and the coast to the east.

<b>Month</b>	<b>Avg. High</b>	<b>Avg. Low</b>	<b>Mean</b>	<b>Avg. Precip.</b>	<b>Record High</b>	<b>Record Low</b>
<u>Jan</u>	49°F	27°F	38°F	4.41 in.	80°F (2002)	-8°F (1985)
<u>Feb</u>	53°F	29°F	42°F	3.62 in.	83°F (1989)	3°F (1996)
<u>Mar</u>	62°F	37°F	49°F	4.48 in.	89°F (1990)	9°F (1980)
<u>Apr</u>	71°F	45°F	58°F	3.22 in.	94°F (1990)	23°F (1985)
<u>May</u>	78°F	54°F	66°F	4.44 in.	98°F (1953)	29°F (1980)
<u>Jun</u>	85°F	62°F	74°F	3.98 in.	103°F (1954)	40°F (1977)
<u>Jul</u>	89°F	66°F	78°F	3.96 in.	105°F (1977)	48°F (1984)
<u>Aug</u>	87°F	65°F	76°F	4.46 in.	106°F (1988)	40°F (1986)
<u>Sep</u>	81°F	58°F	70°F	4.45 in.	102°F (1954)	36°F (1990)
<u>Oct</u>	71°F	45°F	58°F	3.72 in.	97°F (1954)	20°F (1962)
<u>Nov</u>	62°F	37°F	50°F	3.62 in.	87°F (2003)	12°F (1950)
<u>Dec</u>	53°F	30°F	42°F	3.24 in.	80°F (2007)	0°F (1983)

## Accommodations

<b>The Carolina Inn</b>	<a href="http://www.carolinainn.com/">http://www.carolinainn.com/</a>	(800) 962-8519
<b>The Siena Hotel</b>	<a href="http://www.sienahotel.com/">http://www.sienahotel.com/</a>	(800) 223-7379
<b>Ferrington House Inn</b>	<a href="http://www.ferrington.com/house">http://www.ferrington.com/house</a>	(800) 277-0130
<b>The Washington Duke Inn</b>	<a href="http://www.washingtondukeinn.com/">http://www.washingtondukeinn.com/</a>	(800) 443-3853
<b>The Franklin Hotel</b>	<a href="http://www.franklinhotelinc.com/">http://www.franklinhotelinc.com/</a>	(866) 831-5999
<b>Courtyard by Marriott Chapel Hill</b>	<a href="http://www.marriott.com">http://www.marriott.com</a>	(800) 321-2211
<b>Residence Inn Chapel Hill</b>	<a href="http://www.marriott.com">http://www.marriott.com</a>	(800) 321-2211
<b>Hampton Inn Chapel Hill</b>	<a href="http://hamptoninn1.hilton.com">http://hamptoninn1.hilton.com</a>	(919) 968-3000
<b>Days Inn Chapel Hill</b>	<a href="http://www.daysinn.com/">http://www.daysinn.com/</a>	(919) 929-3090
<b>Comfort Inn Durham</b>	<a href="http://www.comfortinn.com/">http://www.comfortinn.com/</a>	(919) 490-4949
<b>La Quinta Inn Durham</b>	<a href="http://www.lq.com">http://www.lq.com</a>	(919) 401-9660

## Culture and Arts

<b>PlayMakers Repertory Co</b>	<a href="http://www.playmakersrep.org/">http://www.playmakersrep.org/</a>	(919) 962-PLAY
<b>Carrboro ArtsCenter</b>	<a href="http://www.artscenterlive.org/">http://www.artscenterlive.org/</a>	(919) 929-2787
<b>Carolina Performing Arts</b>	<a href="http://www.carolinaperformingarts.org/">http://www.carolinaperformingarts.org/</a>	(919) 843-3333

<b>Durham Performing Arts Center</b>	<a href="http://www.dpacnc.com/">http://www.dpacnc.com/</a>	(919) 688-3722
<b>Page Auditorium</b>	<a href="http://dukeperformances.duke.edu/">http://dukeperformances.duke.edu/</a>	(919) 660-3356
<b>The Carolina Theater</b>	<a href="http://www.carolinatheatre.org/">http://www.carolinatheatre.org/</a>	(919) 560-3030
<b>NC Symphony</b>	<a href="http://www.ncsymphony.org/">http://www.ncsymphony.org/</a>	(919) 733-2750
<b>Triangle Chamber Orchestra</b>	<a href="http://www.chamberorchestraofthetriangle.org/">http://www.chamberorchestraofthetriangle.org/</a>	
<b>American Dance Festival</b>	<a href="http://www.americandancefestival.org/">http://www.americandancefestival.org/</a>	(919) 684-6402
<b>Progress Energy Center</b>	<a href="http://www.progressenergycenter.com/">http://www.progressenergycenter.com/</a>	
<b>TWC Music Pavilion at Walnut Creek</b>	<a href="http://www.livenation.com">http://www.livenation.com</a>	
<b>Koka Booth Amphitheater</b>	<a href="http://boothamphitheatre.com/">http://boothamphitheatre.com/</a>	(919) 462-2052
<b>Raleigh Amphitheater</b>	<a href="http://www.raleighconvention.com/amphitheater/">http://www.raleighconvention.com/amphitheater/</a>	
<b>RBC Center</b>	<a href="http://www.rbccenter.com/">http://www.rbccenter.com/</a>	(919) 861-2300
<b>Bull Durham Blues Festival</b>	<a href="http://www.bulldurhamblues.org/">http://www.bulldurhamblues.org/</a>	(919) 683-1709
<b>Ackland Art Museum</b>	<a href="http://www.ackland.org/index.php">http://www.ackland.org/index.php</a>	(919) 966-5736
<b>Nasher Museum of Art</b>	<a href="http://www.nasher.duke.edu/">http://www.nasher.duke.edu/</a>	(919) 684-5135
<b>The NC Museum of Art</b>	<a href="http://www.ncartmuseum.org/">http://www.ncartmuseum.org/</a>	(919) 839-6262
<b>Morehead Planetarium</b>	<a href="http://www.moreheadplanetarium.org/">http://www.moreheadplanetarium.org/</a>	(919) 962-1236
<b>Museum of Life and Science</b>	<a href="http://www.ncmls.org/">http://www.ncmls.org/</a>	(919) 220-5429

<b>NC Museum of History</b>	<a href="http://www.ncmuseumofhistory.org/">http://www.ncmuseumofhistory.org/</a>	(919) 807-7900
<b>Museum of Natural Sciences</b>	<a href="http://naturalsciences.org/">http://naturalsciences.org/</a>	(919) 733-7450
<b>NC Botanical Garden</b>	<a href="http://www.ncbg.unc.edu/">http://www.ncbg.unc.edu/</a>	(919) 962-0522
<b>Sarah P. Duke Gardens</b>	<a href="http://www.hr.duke.edu/dukegardens/">http://www.hr.duke.edu/dukegardens/</a>	(919) 684-3698

### **Schools and Universities**

<b>Chapel Hill Carrboro City Schools</b>	<a href="http://www2.chccs.k12.nc.us/">http://www2.chccs.k12.nc.us/</a>	(919) 967-8211
<b>Durham Public Schools</b>	<a href="http://www.dpsnc.net/">http://www.dpsnc.net/</a>	(919) 560-2000
<b>Orange County Schools</b>	<a href="http://www.orange.k12.nc.us/">http://www.orange.k12.nc.us/</a>	(919) 732-8126
<b>School Reports</b>	<a href="http://www.ncreportcards.org/src/">http://www.ncreportcards.org/src/</a>	<a href="http://www.greatschools.org/">http://www.greatschools.org/</a>
<b>Durham Academy</b>	<a href="http://www.da.org/default.aspx">http://www.da.org/default.aspx</a>	(919) 493-9595
<b>Duke School</b>	<a href="http://www.dukeschool.org/">http://www.dukeschool.org/</a>	(919) 493-1827
<b>St. Thomas More School</b>	<a href="http://school.st-thomasmore.org/">http://school.st-thomasmore.org/</a>	(919) 929-1546
<b>Emerson Waldorf</b>	<a href="http://www.emersonwaldorf.org/">http://www.emersonwaldorf.org/</a>	(919) 967-1858
<b>Carolina Friends School</b>	<a href="http://www.cfsnc.org/">http://www.cfsnc.org/</a>	(919) 383.6602
<b>University of North Carolina at Chapel Hill</b>	<a href="http://www.unc.edu/">http://www.unc.edu/</a>	(919) 962-2211
<b>Duke University</b>	<a href="http://www.duke.edu/">http://www.duke.edu/</a>	(919) 684-8111



**NC State University** <http://www.ncsu.edu/> (919) 515-2011

## **Medical Facilities**

**UNC Hospitals** <http://www.unchealthcare.org/site> (919) 966-4131

**Duke Hospital** [http://www.dukehealth.org/locations/duke\\_hospital/](http://www.dukehealth.org/locations/duke_hospital/) (888) ASK-DUKE

**Durham Regional Hospital** <http://www.durhamregional.org/> (919) 470-4000

**Veterans Affairs Medical Center** <http://www.durham.va.gov/> (888) 878-6890

**Wake Med** <http://www.wakemed.org/> (919) 350-8000

## **Recreation**

**Jordan Lake** <http://www.ncparks.gov/Visit/parks/jord/main.php>

**UNC Finley Golf Course** <http://tarheelblue.cstv.com/finley/unc-finley.html>

**University Lake** <http://www.visitchapelhill.org/activities/list/c/lakes-resevoirs/>

**Chapel Hill Parks and Rec** <http://www.ci.chapel-hill.nc.us/index.aspx?page=74>

**Durham Parks and Rec** <http://www.ci.durham.nc.us/departments/parks/>

**Triangle Sportsplex** <http://www.trianglesportsplex.com/> (919) 644-0339

**Duke Forest** <http://www.dukeforest.duke.edu/location/index.htm>  
[http://www.trails.com/tcatalog\\_trail.aspx?trailid=HGD044-033](http://www.trails.com/tcatalog_trail.aspx?trailid=HGD044-033)

<b>American Tobacco Trail</b>	<a href="http://www.triangletrails.org/">http://www.triangletrails.org/</a>
<b>Eno River State Park</b>	<a href="http://www.ncparks.gov/Visit/parks/enri/main.php">http://www.ncparks.gov/Visit/parks/enri/main.php</a>
<b>Umstead State Park</b>	<a href="http://www.ncparks.gov/Visit/parks/wium/main.php">http://www.ncparks.gov/Visit/parks/wium/main.php</a>

### **Collegiate Sports**

<b>The UNC Tarheels</b>	<a href="http://tarheelblue.cstv.com/">http://tarheelblue.cstv.com/</a>	(800) 722-4335
<b>The Duke University Blue Devils</b>	<a href="http://www.goduke.com/">http://www.goduke.com/</a>	(877) 375-DUKE
<b>The NC State University Wolfpack</b>	<a href="http://www.gopack.com/">http://www.gopack.com/</a>	(919) 865-1510

### **Professional Sports**

<b>Carolina Hurricanes (Hockey)</b>	<a href="http://hurricanes.nhl.com/">http://hurricanes.nhl.com/</a>	(866) NHL-CANES
<b>Durham Bulls (Baseball)</b>	<a href="http://www.dbulls.com/">http://www.dbulls.com/</a>	(919) 956-BULL
<b>Carolina Mudcats (Baseball)</b>	<a href="http://www.minorleaguebaseball.com/index.jsp?sid=t249">http://www.minorleaguebaseball.com/index.jsp?sid=t249</a>	

### **Transportation**

<b>Chapel Hill Transit</b>	<a href="http://www.townofchapelhill.org/transit">http://www.townofchapelhill.org/transit</a>	(919) 969-4900
<b>Durham Transit (DATA)</b>	<a href="http://data.durhamnc.gov/Index_DATA.cfm">http://data.durhamnc.gov/Index_DATA.cfm</a>	(919) 485-RIDE
<b>Triangle Transit</b>	<a href="http://www.triangletransit.org/">http://www.triangletransit.org/</a>	(919) 485-RIDE
<b>Duke University Transit</b>	<a href="http://parking.duke.edu/buses_vans/index.php">http://parking.duke.edu/buses_vans/index.php</a>	(919) 684-2218

## Shopping

<b>Tanger Outlet Mall, Mebane</b>	<a href="http://www.tangeroutlet.com/mebane">http://www.tangeroutlet.com/mebane</a>	(919) 304-1520
<b>Morrisville Outlet Mall, Morrisville</b>		(888) 260-7610
<b>University Mall, Chapel Hill</b>	<a href="http://www.universitymallinc.com/">http://www.universitymallinc.com/</a>	(919) 967-6934
<b>Carr Mill Mall, Carrboro</b>	<a href="http://www.carrmillmall.com/">http://www.carrmillmall.com/</a>	(919) 942-8669
<b>Eastgate, Chapel Hill</b>	<a href="http://www.shoppingeastgate.com/">http://www.shoppingeastgate.com/</a>	
<b>Village Plaza, Chapel Hill</b>	<a href="http://www.visit Chapel Hill.org/activities/list/c/shopping-centers/P10/">http://www.visit Chapel Hill.org/activities/list/c/shopping-centers/P10/</a>	
<b>Meadowmont, Chapel Hill</b>	<a href="http://www.visit Chapel Hill.org/activities/list/c/shopping-centers/P0/">http://www.visit Chapel Hill.org/activities/list/c/shopping-centers/P0/</a>	
<b>East 54, Chapel Hill</b>	<a href="http://www.east54.com/amenities.php?page=shopping">http://www.east54.com/amenities.php?page=shopping</a>	
<b>Southern Village</b>	<a href="http://www.southernvillage.com/shops.htm">http://www.southernvillage.com/shops.htm</a>	
<b>Patterson Place, Durham</b>	<a href="http://www.durham-nc.com/dining/shop/major-retail-centers.html">http://www.durham-nc.com/dining/shop/major-retail-centers.html</a>	
<b>New Hope Commons, Durham</b>	<a href="http://www.durham-nc.com/dining/shop/major-retail-centers.html">http://www.durham-nc.com/dining/shop/major-retail-centers.html</a>	
<b>Southpoint Mall, Durham</b>	<a href="http://www.streetsatsouthpoint.com/">http://www.streetsatsouthpoint.com/</a>	(919) 572-8800

## Motor Vehicles

<b>NC Department of Motor Vehicles</b>	<a href="http://www.ncdot.org/dmv/">http://www.ncdot.org/dmv/</a>	(919) 715-7000
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A new resident has 60 days after establishing residence to obtain a North Carolina license or learner permit. If a new resident, 18 years or older, is applying for a Class C License, they will be required to take the following: • Knowledge test; • Vision test; • Traffic signs recognition test; and • Driving skills test (if the examiner deems necessary).

## Property Taxes

<b>Orange County Tax Assessor</b>	<a href="http://www.co.orange.nc.us/revenue/">http://www.co.orange.nc.us/revenue/</a>	(919) 245-2725
<b>Durham Tax Assessor</b>	<a href="http://www.co.durham.nc.us/departments/txad/">http://www.co.durham.nc.us/departments/txad/</a>	(919) 560-0300

## Libraries

<b>Chapel Hill Public Library</b>	<a href="http://chapelhillpubliclibrary.org/">http://chapelhillpubliclibrary.org/</a>	(919) 968-2777
<b>Carrboro Public Library</b>	<a href="http://www.co.orange.nc.us/library/index.asp">http://www.co.orange.nc.us/library/index.asp</a>	(919) 969-3006
<b>Durham Public Library</b>	<a href="http://www.durhamcountylibrary.org/">http://www.durhamcountylibrary.org/</a>	(919) 560-0100

## Why Buyers Choose The Owens Team

Your home is probably the biggest purchase your family will ever make and it involves many decisions that go beyond simply choosing one you like. While you can see a million homes on the web, actually buying your home is another matter entirely...

**1. Our Level of Service and Professionalism:** When you work with us, you really get the best of both worlds. We work together, as needed, giving you double the coverage with two sets of ears and eyes and twice the energy as a single agent! We're old school when it comes to exceeding expectations and new school when it comes to techniques. We provide old-fashioned service with a new generation attitude!

**2. Our Success Rate:** We have nearly a 100% closing success rate.

Read what some of our satisfied clients said about their experience with us:

**"Andrea and Peter always had our best interests in mind..."**

*"...listened very carefully to what we wanted in a house, and has a keen eye for detail when looking at properties. We couldn't be happier with our choice to work with Andrea and Peter..."* Megan and Brian McManus

**"I would highly recommend her..."**

*"...Andrea's energy, experience, and wisdom kept the purchase of the home on the timeline I desired."* Marie Zeldin

**"...Andrea wowed us during our...transactions..."**

*"Thanks to Andrea, the purchase of our new home went thru without a hitch..."* Perri Kersh

**"Andrea's professionalism shined with every phone call, email and in-person appointment."**

*"As my real estate agent, she patiently sought my ideal house and answered my plethora of questions. Through to the final signed papers, I felt she had my best interests in mind. I love the house we found!"* Neidra Clark

**3. We Represent Your Best Interests:** As a Buyer's Agent, we represent your best financial interests and will negotiate the best possible price for your new home.

**4. We're Natives to North Carolina and the Triangle Area:** Not only are we knowledgeable of the area, but having moved around the USA ourselves, we're familiar with the moving process. We are here to provide advice in order to make your move goes as smooth as possible.

**5. We Provide Access to Every Home on the Market, Not Just Those We Have Listed:** You will have full access to all homes available for sale and even some listings not yet on the MLS, through our professional real estate affiliations. We know that when you're contemplating purchasing a home, you'd like to see every home on the market that meets your specifications. We're here to provide that service for you.

**6. We Ask Important Questions:** What is the true market value of the home you are interested in? Is it priced too high? Is it a bargain that you should jump on? We help home buyers make decisions like this every day and we'll make sure that you get the best value possible!

**7. Our Services as your Buyer Agent are FREE:** Working with us will save you money on the price of your next home purchase. We will help you negotiate the best possible terms! You will not usually get a discount by going to the seller directly. Negotiating without buyer representation usually proves to be very costly.

**8. We Provide Education for Home Buyers:** We take great pride in educating consumers and turning the table in your favor. There are many steps in the home buying process and we want you make sure you understand each step.

**9. We Have Knowledge of the Market:** Our expertise is invaluable. Our expert local knowledge of the Chapel Hill, Carrboro, Durham and surrounding areas should be invaluable to you, not just in terms of real estate, but also schools, neighborhoods, the local economy, and more.

**10. Our Drive is Unmatched:** In order to ensure a smooth transaction at every stage, we team up with lenders, attorneys, home inspectors, and contractors. Our clients trust us to handle the details! We want to make Real Estate Real Simple!

## **Our Commitment to Buyers**

### **IF YOU ARE BUYING A HOME YOU WANT:**

- To find a home that meets your tastes and needs
- To find a home that you can afford
- To find this home without any unpleasant surprises

## OUR COMMITMENT TO YOU WHEN YOU ARE BUYING A HOME:

- > An Initial In-Depth Consultation
  - To learn what you want and need in a home
  - To match your lifestyle with a community
  - To discuss with you the best potential financing programs for you
  - To show you homes currently on the market that best meet your taste and needs
  
- > Qualified Counseling on Your Choice of a Home
  - To discuss the benefits and drawbacks of each available home in relation to your specific needs and tastes
  - To advise you of the fair market value of the home you wish to purchase
  - To work with you and your loan officer so that you obtain an estimated settlement expense sheet for the home
  
- > Expert Assistance in the Purchase of a Home
  - Handling all the detail work and negotiations, including the home inspections, survey, settlement appointment, etc.
  - Carefully explaining all written documents to you and give you a copy of everything you sign
  - Work with the loan officer to assure your loan is approved in a timely manner
  - Reviewing all closing documents and accompanying you to the closing

## Our Buyer Services

<b><u>SERVICES PROVIDED</u></b>	<b><u>BUYER'S AGENT</u></b>	<b><u>SELLER'S AGENT</u></b>
<b>FULL SERVICE</b> We will devote full attention to your needs as a buyer without an obligation to match you to a specific property.	<b>YES</b>	<b>NO</b>
<b>CONFIDENTIALITY</b> You can provide us with information without fear of harming your negotiation position.	<b>YES</b>	<b>NO</b>
<b>UNDIVIDED LOYALTY</b> We will suggest alternative properties and increase the supply of appropriate properties for you.	<b>YES</b>	<b>NO</b>

<b>PROPERTY SELECTION</b>	<b>YES</b>	<b>NO</b>
Our responsibility will be to find the best property for you using all available resources.		
<b>PRIORITY SERVICE</b>	<b>YES</b>	<b>NO</b>
We will notify you of new listings and give you the opportunity to view these properties first.		
<b>BROADER PRICE RANGE</b>	<b>YES</b>	<b>NO</b>
Property selection is not limited to the seller's list price. The ability to negotiate a lower price increases.		
<b>OBJECTIVE EVALUATION</b>	<b>YES</b>	<b>NO</b>
We will assist you in making an objective analysis of a property, including both positives and negatives.		
<b>COMPARITIVE PROPERTY ANALYSIS</b>	<b>YES</b>	<b>NO</b>
We will assist you in making an objective comparison to competing properties.		
<b>STRATEGY</b>	<b>YES</b>	<b>NO</b>
We will develop a negotiating strategy with you.		
<b>BUYER'S ADVOCATE</b>	<b>YES</b>	<b>NO</b>
We will make suggestions, which will strengthen your negotiating power.		
<b>COMPARITIVE MARKET ANALYSIS</b>	<b>YES</b>	<b>NO</b>
We will provide price counseling by analyzing information on similar properties that are currently on the market and ones that have recently sold.		