



SELLING A HOME

BUYING A HOME

SELLING RECREATIONAL LAND

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Lets Go Wrangle You Up A House



LET'S GET STARTED!

To ensure we fully understand what you're looking for, we invite you to complete our questionnaire which can be found up above under “Buying a Home”. This is the first step in our tailored approach to helping you find the perfect property. With your input, we can provide expert insights regarding the area, community, lifestyle, and often pinpoint the exact home that will fit your needs.

Our combined experience of selling over 1,000 homes, viewing tens of thousands of properties, and touring both established and new neighborhoods allows us to offer unparalleled guidance and support.

We're committed to revolutionizing the home buying process by offering a seamless and enjoyable experience that contrasts the norm in real estate. Don't just take our word for it – check out what our clients have to say about their home buying journey with us on [Zillow Reviews](#) and [Google Reviews](#).

We're excited to embark on this journey with you and help you find your dream home or sell your property with ease and confidence. If you're ready to take the next step, please complete the questionnaire above, and we'll be thrilled to schedule a consultation to share our high value, knowledge, wisdom, and expertise. Thank you for considering us as your trusted real estate advisors in South Carolina. We look forward to working with you!

Warm regards, Rebecca and Allie

THE
Patrick O'Connor
TEAM
Coldwell Banker Residential Brokerage





HOW OUR APPROACH IS DIFFERENT

WHILE MOST AGENTS FOCUS SOLELY ON PROPERTIES CURRENTLY LISTED ON THE MARKET, WE TAKE A DIFFERENT APPROACH. DID YOU KNOW THAT 10-15% OF HOMES SOLD IN THE MIDLANDS ARE SOLD BEFORE THEY EVEN HIT THE MLS (MULTIPLE LISTING SERVICE)? LEVERAGING OUR EXTENSIVE NETWORK OF CLIENTS, HOMEOWNERS, AND INDUSTRY CONNECTIONS, WE CREATE EXCLUSIVE OFF-MARKET OPPORTUNITIES FOR OUR CLIENTS.

OUR SOLID REPUTATION, STRONG RELATIONSHIPS, AND PROVEN TRACK RECORD IN THE MARKET GIVE OUR CLIENTS A DISTINCT ADVANTAGE OVER OTHER BUYERS.

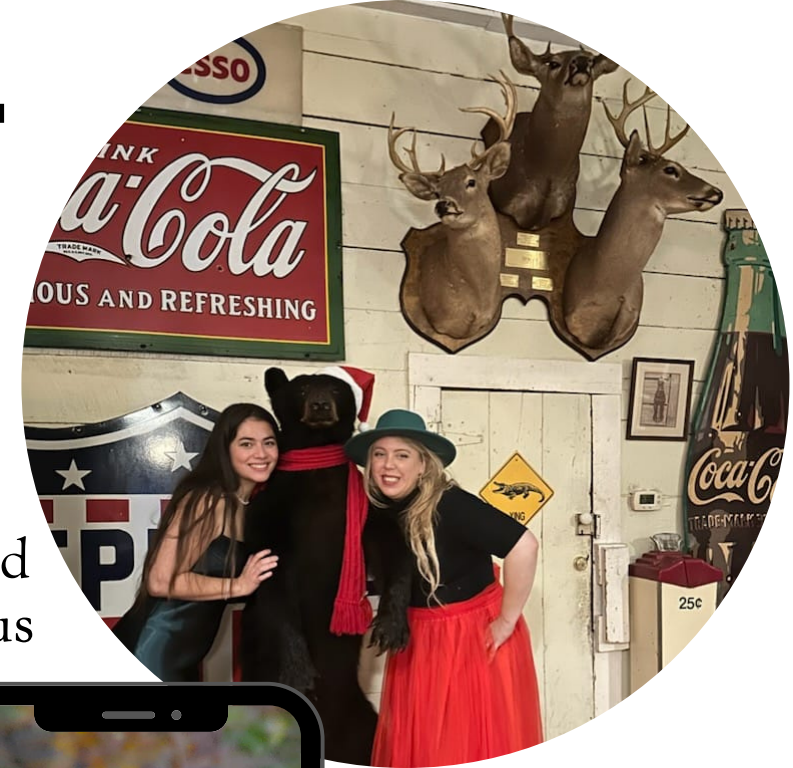
OUR TAILORED OFF-MARKET CAMPAIGN INCLUDES TARGETED DIRECT MAIL, A DIGITAL NEWSLETTER AND A SOCIAL MEDIA ADVERTISING CAMPAIGN REACHING OVER 40,000 PEOPLE MONTHLY. THESE EFFORTS AIM TO IDENTIFY HOMEOWNERS WHO ARE OPEN TO SELLING THEIR HOMES BEFORE LISTING THEM PUBLICLY.

THIS EXCLUSIVE SERVICE IS AVAILABLE TO CLIENTS WHO HAVE COMPLETED OUR QUESTIONNAIRE, PROVIDED THE FULL BUYER PROFILE, AND ARE COMMITTED TO WORKING WITH US UNDER A LEGALLY REQUIRED AGENCY AGREEMENT.

THE COMPREHENSIVE BUYER PROFILE ALLOWS US TO SHOWCASE YOUR CREDIBILITY AND STRENGTH, WHICH WE EMPHASIZE IN OUR OFF-MARKET CAMPAIGN. OUR GOAL IS TO GRANT YOU INSIDER ACCESS AND EXCLUSIVE OPPORTUNITIES IN THE REAL ESTATE MARKET.

STEPS TO WORKING WITH US

- Complete the questionnaire - [LINK](#) (more details in the video below)
- Picking the perfect local lender puts you above the rest in the eyes of sellers and local listing agents. Connect with one of our preferred lenders below and ask us why using local puts you ahead of other buyers when purchasing a home:



[Joel Wall - Guaranteed Rate Affinity](#) | [Jason Burns - Guild Mortgage](#)



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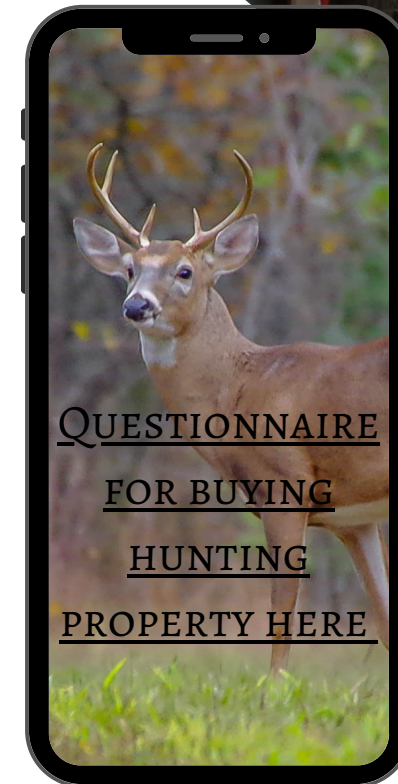
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ADVANTAGES TO A LOCAL LENDER VIDEO

HOW DO WE GET PAID?

There are 3 common ways a buyer's agent gets paid:

#1 & the most common - The seller offers a 3% commission. This means you will not be responsible for any additional commission at closing since the commission matches the 3% fee we charge noted in the buyer's agency agreement.

#2 - The seller offers less than a 3% commission (usually around 2.5%). We've helped hundreds of buyers & have been very successful negotiating the full 3% fee with sellers in this scenario. If we are not able to negotiate our full fee, the balance between what the seller is offering & our 3% fee will be due from you at closing.

#3 & unlikely - The seller is not offering any commission at all. We have helped hundreds of buyers & never encountered a seller that didn't offer any compensation to the buyer's brokerage. This scenario is also unlikely because it puts the seller at a huge disadvantage. If you decide to purchase a home that isn't offering a buyer brokerage commission & we are not able to negotiate our fee with the seller, the 3% fee will be due from you at closing.

A few things to remember:

We will always disclose the commission being offered by the seller for any home you're interested in before writing an offer. The commission will also be outlined in an agreement that you sign at the time you make any offer (TBD July 2024).

You get two for one! We work together for you & only charge 1 fee.

Many hire us because we are skilled negotiators & have a proven track record of successfully crafting, presenting & negotiating offer terms that matter to most buyers (purchase price, closing cost, concessions, contingencies, repairs, commission, inclusions, & closing dates to name a few).

It may be possible to cover any balance between what the seller is offering & the fee we charge in your mortgage (TBD July 2024). Connect with your lender to see if this is possible.

It is important to remember that great representation is not free & bad representation can cost you a fortune.

Experience the difference with us by hiring full time, full service, full fee agents.

OUR TRACK RECORD

Allie & Rebecca Are Part Of The #1 Coldwell Banker Team in South Carolina
#17 in the US (by number of families helped)

- Over 1,200 homes sold across the Midlands (including 250+ new construction homes sold).
- Secured more homes in multiple offer situations than any other agent/team in the Midlands.
- Recently secured dozens of off market properties for clients through our buyer marketing approach.



Contact Us

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