

Award Winning Service, Experience & Dedication



The
Via Domus Team
of William Raveis Real Estate

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Helping Our Clients Find The Way Home!

WILLIAM RAVEIS

— REAL ESTATE • MORTGAGE • INSURANCE —

The Largest Family-Owned Real Estate Company in the Northeast

*Are You Looking To
Buy A New Home?*



*Why you need a buyer
representation agreement with
The Via Domus Team*

**Covering All of Connecticut
Specializing in Hartford & Litchfield Counties**

Avon | Barkhamsted | Berlin | Bloomfield | Bristol | Canton | Colebrook
East Granby | Farmington | Goshen | Granby | Litchfield | Morris
New Hartford | Norfolk | Plainville | Plymouth | Simsbury | Suffield
Torrington | Watertown | Winchester



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Scan here to visit our website!



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Achievements

- 2021 - #8 Partnership in Connecticut for Closed Units
- 2021 Chairman's Club Award, over \$7,000,000 in Sales
- 2020 President's Club Award, over \$6,000,000 in Sales
- 2019 - #3 Partnership in Connecticut for Closed Units
- 2019 President's Club Award, over \$5,000,000 in Sales
- 2019 Excellence in Customer Service Award
- 2018 Excellence in Closed Volume, \$4,710,100 in Sales
- 2018 Excellence in Customer Service Award
- 2018 Internet Response Team Outstanding Sales
- 2017 Excellence in Closed Volume, \$4,552,114 in Sales
- 2017 Internet Response Team Outstanding Sales
- 2016 Excellence in Closed Volume, \$3,565,650 in Sales
- 2014 Internet Response Team Outstanding Sales

Experience

- Over 33 Years combined experience as real estate agents covering all of Connecticut
- Over 14 years as partners of The Via Domus Team of William Raveis Real Estate

Professional Specialties

- Residential Homes & Condominium Sales • New Construction Sales
- Corporate Relocation Clients • 1st Time & Experienced Home Buyers
- Professional Photography and Aerial Drone Photography for Clients
- Social Media and Internet Advertising Specialists

Professional Associations

- Members of the National Association of Realtors
- Members of the Connecticut Association of Realtors
- Members of Mid-State Association of Realtors

Are You Looking to Buy a New Home?

*Why You Need the Via Domus Team
of William Raveis Real Estate by
Your Side!*



If you have started looking for a home – and for a real estate agent to assist you – you may be asked to sign a Buyer Representation Agreement. What is this form? Why should you sign it?

A Buyer Representation Agreement is a legal document that formalizes your working relationship with a particular buyer's representative, detailing what services you are entitled to and what your buyer's rep expects from you in return. While the language used in the document is formal, homebuyers should view it as an important and helpful tool for clarifying expectations, developing mutual loyalty, and most importantly, elevating the services you will receive.

Receive a higher level of service

If you have formalized an agency relationship with a buyer's rep, you can expect to be treated like a client instead of a customer. What is the difference? Clients are entitled to superior services, relative to customers. While the details vary from state to state, and from one buyer's agent to another, you can generally assume that being a client means that you have formed a fiduciary, or agency relationship with your buyer's rep.

Get more without paying more

In almost every case, home sellers have already agreed to pay a buyer's agent's commission. If they have not, you can ask your buyer's rep to avoid showing you any such homes. Or you can still view the home, knowing that you will need to factor your agent's commission into any offer you may write.

While buyers rarely pay real estate commissions, this is an important detail you will want to discuss with your buyer's rep and clarify in their representation agreement.

Avoid misunderstandings

A Buyer's Representation Agreement clarifies expectations, helping you understand what you should and should not expect from your buyer's rep, and what they will expect from you, which usually centers on loyalty.

Agency relationships are based on mutual consent

While most representation agreements specify a time period, they can be terminated early if both party's consent. Most buyer's reps are willing to end the agreement early if the working relationship is not going well. Some buyer's reps offer representation agreements for as little as one day, for the purpose of giving both parties a brief trial period to explore working together.

Strength as a team

When you and your buyer's rep work together within a formalized agency relationship, you have created a team dedicated to helping you achieve the best possible home-buying experience.

Property Search

The Via Domus Team will appraise your criteria for a house and neighborhood, then search for properties that fit those specifications. **The Via Domus Team** will set appointments for showings and monitor the market as new listings become available.

Market Data

Market value is determined by many factors, including the availability of similar properties at competitive prices, location, condition, and most of all, the price that a knowledgeable buyer is willing to pay. **The Via Domus Team** will provide market data to help you establish an offering price.



Purchase Offer

There may be other considerations besides price that are equally important in structuring a purchase offer. The terms and conditions of the offer, amount of deposit and possession date are likely to be factors when an offer is made. **The Via Domus Team** will help in your preparation of a purchase offer.

Negotiating

When a purchase offer is made, the sellers may be concerned with certain aspects including the ability of the purchasers to fulfill their agreement, the terms and conditions of the offer, the breakdown of closing costs between the buyer and seller and even the motivation and lifestyle of the prospective new owners. **The Via Domus Team** will help structure a negotiating strategy that will create the desired results, a new home.



Handling Details

A lot must happen between signing the purchase offer and moving into a new home. **The Via Domus Team** will attend to the details and keep you in touch with the transaction each step of the way.

Certified Homeownership Professionals

The Via Domus Team has received training in the real estate, mortgage and settlement services processes and are certified homeownership professionals. This means they can help both buyers and sellers navigate the homeownership process and negotiation process, making the transition seamless and stress free.

Sellers list their homes with real estate agents to ensure professional representation throughout the home selling process. As a buyer, you deserve the same kind of service.



Schedule A Buyer Appointment
Scan the QR Code and schedule an online buyer agent appointment to work with The Via Domus Team.

Helping our clients



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