



edhuckteam
KW CITYWIDE
KELLER WILLIAMS



Home Buyer's Guide

THE ED HUCK TEAM | KELLER WILLIAMS

YOU NEED A BUYER'S AGENT

Working with a professional buyer's agent is critical in today's real estate climate.

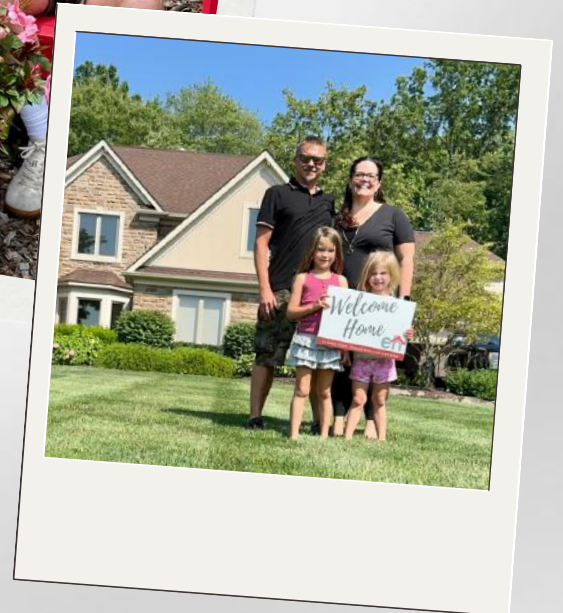
For over two decades, the Ed Huck Team has been helping homeowners buy and sell in Northeast Ohio. Our agents are some of the best and most thoroughly trained in the industry - and they have built successful careers and relationships doing whatever it takes to find the right home and secure the best deal for their clients.

Based on experience negotiating thousands of deals, we've created a proprietary Buying Power Toolkit that delivers proven results for our clients.



Our Promise...

- ✓ **HELP YOU PURCHASE A HOME FOR THE BEST PRICE AND TERMS**
- ✓ **MAKE THE PROCESS AS STRESS-FREE AND ENJOYABLE AS POSSIBLE**
- ✓ **PROVIDE YOU WITH THE HIGHEST LEVEL OF CUSTOMER SERVICE**



SINGLE AGENT VS THE ED HUCK TEAM

SINGLE AGENT

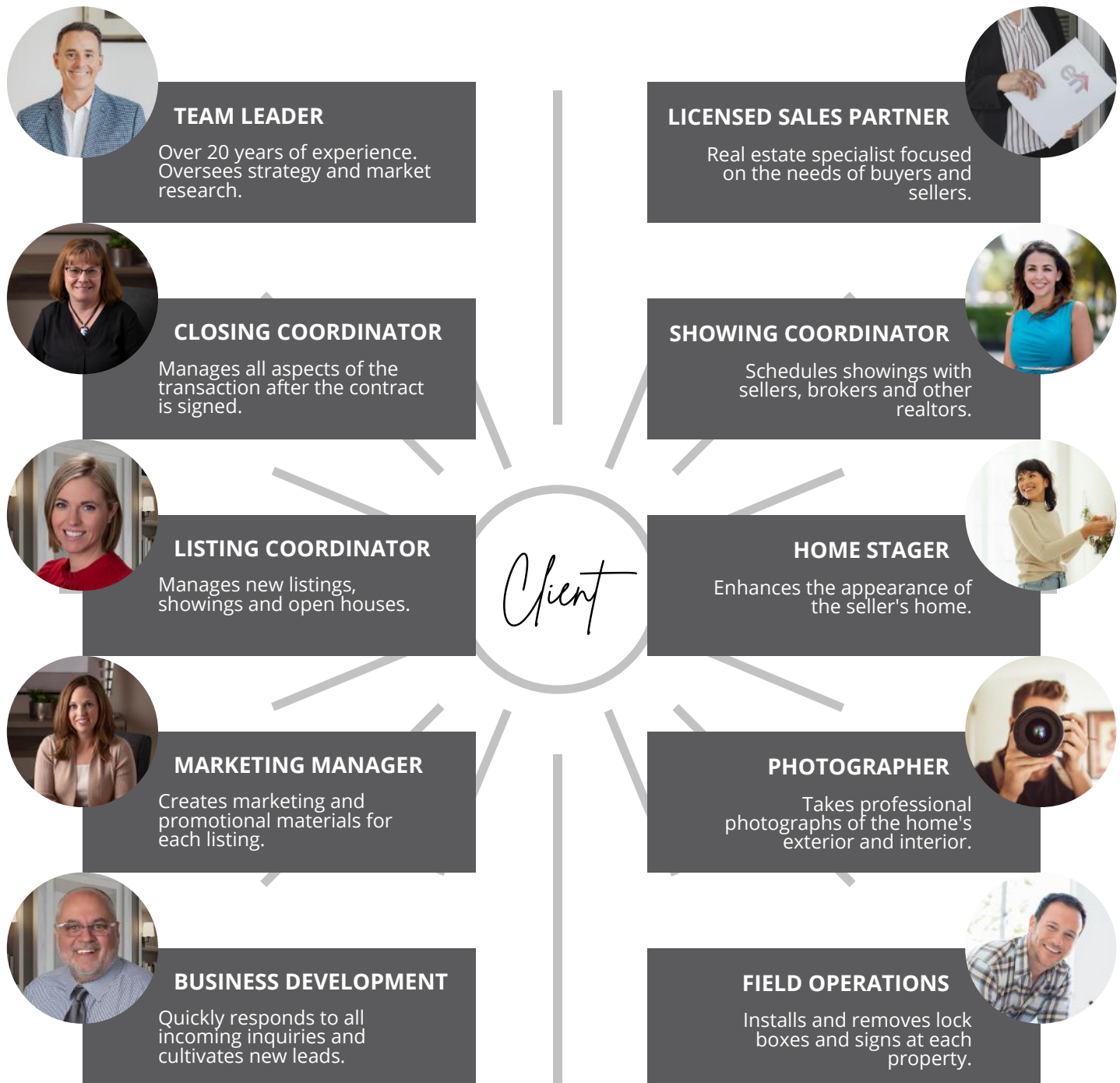
Most agents manage numerous essential tasks for their clients on their own. This can often result in both you as the client and crucial aspects of your property sale not receiving the attention they truly deserve.



A TEAM OF EXPERTS

OUR CLIENT FOCUSED APPROACH

Building a team of specialists in their respective fields ensures that the entire buying process is tailored to the client's unique needs, surpassing their expectations. With strong support systems in place, our sales partners can dedicate more time to you.



Steps to Home Buying...

ON YOUR SIDE

WITH MORE THAN TWO DECADES OF PROFESSIONAL REAL ESTATE EXPERIENCE, WE CAN CONFIDENTLY LEAD YOU THROUGH YOUR HOME-BUYING JOURNEY.





STEP ONE

PLAN TO BUY

NEEDS ANALYSIS APPOINTMENT

By engaging in more in-depth conversations than most agents, we uncover your most important goals for finding a new home, providing a significant advantage throughout the search process.

MARKET STUDY

Our data will help you understand what home values are doing on a micro level in the communities you are interested in, making you more informed when it's time to make an offer.

SELECTING A LENDER

If you are obtaining a mortgage you will need to find a mortgage lender and get pre-qualified or pre-approved for a loan.



OUR CLIENTS HAVE TOLD US THIS IS THE MOST IMPORTANT STEP IN THE ENTIRE PROCESS.



STEP TWO

START THE SEARCH

MLS SEARCH

Your agent will create an MLS auto search specific to your needs and criteria.

HOMES NOT ON THE MLS

- Make direct calls to agents
- Find private listings via social groups and industry networks
- Search for sale by owner
- Identify new construction opportunities
- Door knocking in desired neighborhoods

A passive agent may wait for buyers to call and request showings, as active agents our approach is proactive and comprehensive.



OUR GOAL IS TO FIND AS MANY PROPERTIES AS POSSIBLE THAT MATCH YOUR CRITERIA



STEP THREE

FIND THE RIGHT HOME

Your Ed Huck Team Realtor will arrange appointments for you to view homes that meet your needs. After each showing, they'll ask thoughtful questions to guide you toward finding the perfect home.



WE REPRESENT YOU

WE PRACTICE BUYER AGENCY, WHICH MEANS WE CAN REPRESENT YOU AND HELP YOU NEGOTIATE THE BEST TERMS WHEN WE FIND YOUR NEXT HOME.



STEP FOUR

PREPARE YOUR OFFER

GATHER DATA

- Contact the listing agent to develop a relationship and learn more about what is most important to the seller to use as leverage in your offer.
- Provide comparable properties.
- Review any additional disclosures and documents that have become available.

STRATEGIES

- Our exclusive strategies for winning in multiple offers are shared with clients once the buyer's agreement has been signed.
- Offers are tailored to each buyer's unique needs and situations.

WRITE & DELIVER OFFER

- Our focus is always to get the best possible price and terms.
- In addition, we identify and include personal property, existing conditions, needed repairs, and buyer agent commission in the offer.
- Determine the best and most effective way to deliver the offer.



STEP FIVE

NEGOTIATE THE OFFER

With decades of experience, we've developed the expertise to deliver outstanding results. We analyze the market, leverage a vast network of top industry professionals, and continually enhance our skills through ongoing training and coaching.

WHAT WE NEGOTIATE

- Initial offer and terms
- Compensation
- Inspections
- Appraisal



STEP SIX

OFFER IS ACCEPTED

HOME INSPECTION

After we have negotiated an acceptable contract, the next step is to have an inspection, if you have asked for one in the contract. Typical inspections include general home, lead-based paint, radon gas, pest, septic and well water. However, you may ask for any type of inspection - ranging from a general home inspection to a specific mechanical or structural component.

APPRAISAL

An appraisal is the evaluation of the property's value. The appraiser visits the property and reviews recent selling prices of similar properties in the area. You will probably pay the appraisal fee at closing or before. Your lender may order the appraisal.



**OUR EXCLUSIVE 18-STEP ACCEPTED OFFER
TIMELINE TRACKS DATES AND PROGRESS**



STEP SEVEN

CLOSING THE SALE



MEET YOUR EHT CLOSING COORDINATOR

Our agents work closely with our Closing Coordinator and our Client Care Team to ensure every step of your transaction is handled properly and efficiently.



OUR TEAM HAS A COMPREHENSIVE & PROPRIETARY 74-POINT CLOSING CHECKLIST

HERE ARE JUST A FEW OF THE TASKS OUR TEAM HANDLES:

- Open escrow and title with the title company
- Interact with your lender to ensure everything stays on track.
- Attend property inspections
- Negotiate repairs post-inspections
- Meet milestones of the contingency schedule
- Work with the listing agent to resolve any disputes between clients
- Communicate homeowners insurance options
- Coordinate appraisal when it does not clear all mortgage conditions
- Coordinate the closing date with the title company
- Provide utility information
- Coordinate underwriting process with lender that they will meet deadlines
- Review closing package and closing settlement statement
- Conduct final walkthrough
- Verify funding and title transfer



STEP EIGHT CONGRATULATIONS

TITLE TRANSFER

Documents are filed at the local courthouse. Once your realtor is informed of the transfer they will let you know. The escrow agent disburses the funds and a new title is prepared. This includes the deed that was signed by the seller transferring their interest in the home to you.

GET THE KEYS!

Your realtor is informed of the transfer and will arrange a time for the keys to be delivered at your new home.



WELCOME TO THE EHT KEY CLUB

A VIP PROGRAM FOR CLIENTS WHO BUY OR SELL WITH EHT

The benefits of working with the Ed Huck Team extend well beyond the sale of your home. As a forever client, you receive exclusive access to an array of benefits and events.

YOUR MEMBERSHIP IN KEY CLUB UNLOCKS:

THE HUCK TRUCK

Our oversized cargo van is available for complimentary use when moving or as needed to transport large items. Convenient pick-up and drop-off at our Westlake office. Plus, helpful moving tools are included.

THE COMMUNITY ROOM

This spacious 1,000-square-foot room located at our office is an ideal space for hosting small events including meetings and parties. The room offers a full kitchen, space for up to 40 guests, and audio/visual capabilities.

EHT VENDOR LIST

Exclusive access to our trusted and vetted list of more than 300 vendors. From appraisers to window cleaning, we've got you covered when you need a recommendation.

VIP ACCESS TO EVENTS & SERVICES

Key Club Members receive special offers & discounts from EHT partners throughout the year including local restaurants, businesses, residential service providers, and attractions.





BUYER'S EXPENSES

A SAMPLE

EARNEST MONEY Deposited for property. Credited towards your down payment.	1-4 Days After contract is Signed	1% of Purchase Price Approximately
HOME INSPECTION General home. Pest, radon, other.	1-7 Days After contract is signed.	\$300 - \$500
LOAN APPLICATION Fee paid to bank or mortgage company to start processing loan.	1-7 Days After contract is signed.	Lender Specific
HOMEOWNER'S INSURANCE Most lenders require one year insurance paid in full prior to transferring the title.	5-10 Days Prior to closing.	Approx. \$800/year \$200K home
DOWN PAYMENT The difference between the sales price and the mortgage amount.	2-10 Days Prior to closing.	FHA Minimum 3.5% of Purchase Price
CLOSING COSTS AND POINTS	2-10 Days Prior to closing.	2-3% Lender Specific

Selecting a Realtor...

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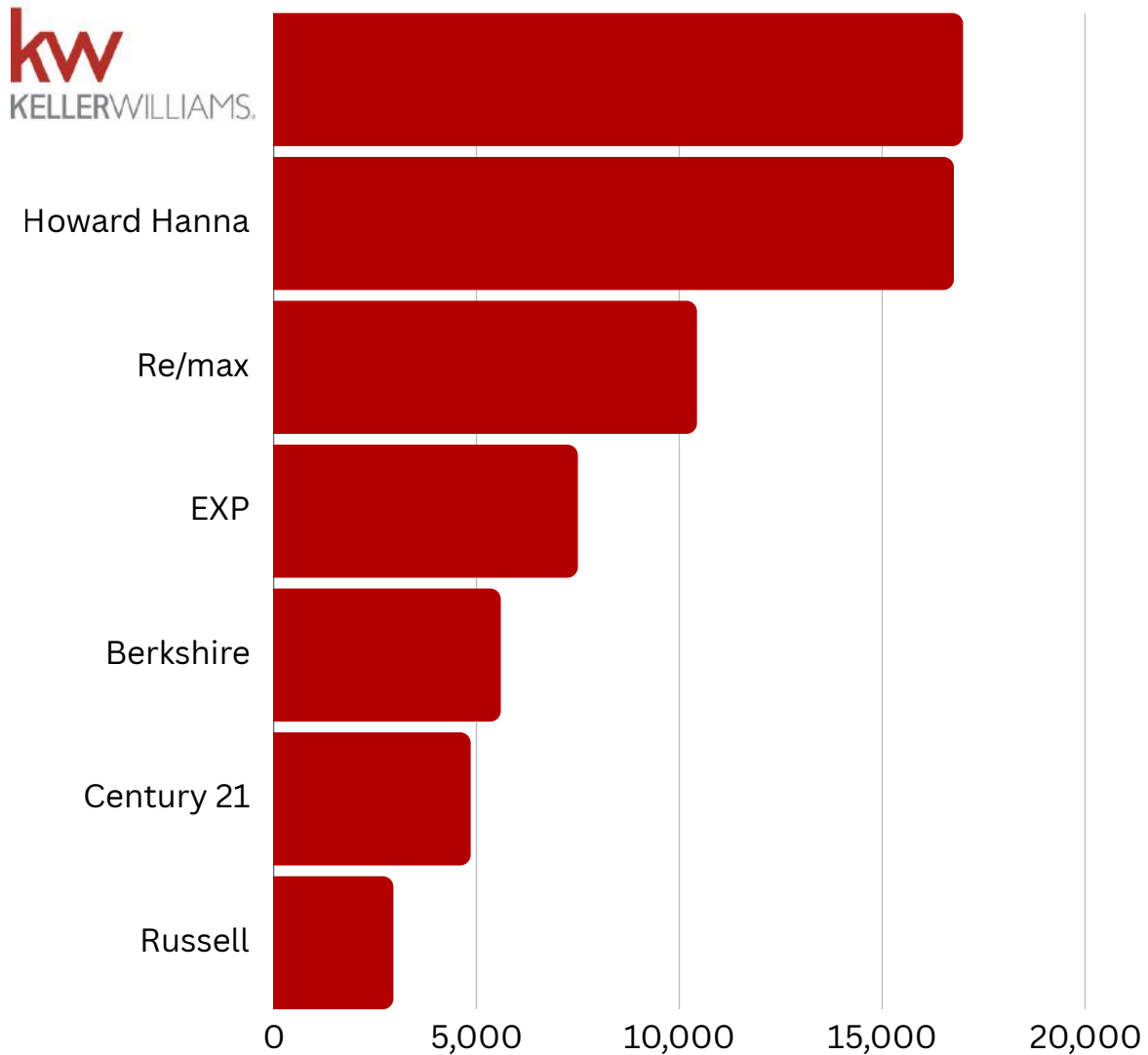
THE WORLD'S LARGEST REAL ESTATE COMPANY

When you work with us, you work with a trained agent who has the backing of the world's largest real estate company, consisting of 180,000+ associates around the globe. By choosing to partner with EHT and the Keller Williams family, you gain access to a suite of technology that keeps you informed and engaged in what's happening with your homebuying process.



KELLERWILLIAMS®

KELLER WILLIAMS LEADING IN NEO



**IN 2024, KELLER WILLIAMS HELPED MORE CLIENTS
THAN ANY OTHER FRANCHISE OR INDIVIDUAL
BROKER IN NORTHEAST OHIO.**



HOW OUR TEAM COMPARES



TOP 5 TEAM IN OHIO

The Ed Huck Team is ranked 5th in the state (large teams) for both volume and units by RealTrends, a leading source for residential real estate information and analysis.



RANKED IN THE US TOP 1%

Out of the tens of thousands of real estate teams in the country, the Ed Huck Team ranks in the top 1%.



OVER 300 TRANSACTIONS PER YEAR

Our team helps over 300 families every year buy and sell homes.

A STELLAR REPUTATION

CHANGING THE WAY REAL ESTATE IS SOLD IN NEO

Our Mission

To change the way real estate is sold in Northeast Ohio by improving the customer experience through unparalleled personal service, strategic marketing, expert negotiation skills and an unmatched knowledge of the real estate market. To help each client achieve their real estate goals whether buying or selling a home.

**CLOSE TO 70% OF OUR BUSINESS
COMES FROM PAST CUSTOMERS OR
A TRUSTED REFERRAL**

700+

FIVE-STAR REVIEWS ON GOOGLE



CUSTOMER EXPERIENCE

LOCAL EXPERTISE

RESPONSIVENESS

CLIENT SATISFACTION





WHY BUY WITH THE ED HUCK TEAM



EXPERT NEGOTIATORS

To get you the best possible terms



PROVEN BUYING POWER TOOLKIT

To win in multiple offers



CONSTANT MARKET REVIEW & ANALYSIS

To provide the most accurate advice



EXTENSIVE ONGOING TRAINING

To keep skills up-to-date in an evolving industry



RESOURCES (INSPECTORS & CONTRACTORS)

To get the job done



ACCESSIBILITY & COMMUNICATION

To assist you every step of the way

Our Goal...

Our ultimate goal is to deliver such outstanding service that you'll feel compelled to recommend our team once the transaction is complete. Referrals to your friends and family are the highest compliment we can receive.



IF WE EXCEED YOUR EXPECTATIONS, WILL YOU REFER OUR TEAM AND SHARE A REVIEW?



Getting Started...

NEXT STEPS

- ☒ EXCLUSIVE BUYER AGENCY AGREEMENT
- ☒ STATE OF OHIO CONSUMER GUIDE TO AGENCY
- ☒ LIST OF 3 HOME INSPECTORS
- ☒ LENDER PRE-APPROVAL OR PROOF OF FUNDS
- ☒ SET-UP CUSTOMIZED MLS SEARCH



 *ed huck team*
BUYER *advantage*

Ready to make a move?

**TRUST THE TEAM WITH EXPERIENCE, INTEGRITY,
AND EXPERTISE.**



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