

2024



BUYER'S GUIDE

MISCHA *Thompson*

"THE BEST TIME TO BUY A HOME IS ALWAYS
FIVE YEARS AGO." RAY BROWN



WELCOME!

WELCOME TO WARNER ROBINS, WHERE MISCHA [MUNGAY] THOMPSON MERGES GERMAN PRECISION WITH THE AMERICAN DREAM IN REAL ESTATE.

ARRIVING IN THE U.S. IN 2015, MISCHA UNDERSTANDS THE INTRICACIES OF RELOCATION, PARTICULARLY FOR MILITARY FAMILIES. AS A MILITARY RELOCATION SPECIALIST, HE ENSURES SMOOTH TRANSITIONS WITHIN WARNER ROBINS AND ITS AIR FORCE BASE.

MISCHA, AWARDED ROOKIE OF THE YEAR 2018 AND BEST REAL ESTATE AGENT IN WARRENSBURG, MISSOURI, EXCELS IN MARKETING PROPERTIES THROUGH INNOVATIVE PHOTOGRAPHY AND VIDEOGRAPHY. HIS PASSION FOR CLIENT SERVICE SHAPES EVERY TRANSACTION.

IN WARNER ROBINS, MISCHA IS MORE THAN A REAL ESTATE AGENT; HE'S A PARTNER IN REALIZING YOUR PROPERTY DREAMS, COMMITTED TO PERSONALIZING YOUR JOURNEY TO A NEW HOME. WELCOME ABOARD!

"I WILL FOREVER BELIEVE THAT BUYING A HOME IS A GREAT INVESTMENT. WHY? BECAUSE YOU CAN'T LIVE IN A STOCK CERTIFICATE. YOU CAN'T LIVE IN A MUTUAL FUND." OPRAH WINFREY

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About Me, by the Numbers

MISCHA Thompson

REALTOR

WELCOME TO WARNER ROBINS! I'M MISCHA THOMPSON, YOUR GUIDE TO FINDING THE PERFECT HOME. BLENDING GERMAN DETAIL WITH AMERICAN FLAIR, I SPECIALIZE IN SMOOTH TRANSITIONS FOR FAMILIES, ESPECIALLY MILITARY RELOCATIONS. AWARDED FOR MY SERVICE AND MARKETING SAVVY, I'M HERE TO TURN YOUR HOUSE-HUNTING JOURNEY INTO A SEAMLESS EXPERIENCE. LET'S FIND YOUR DREAM HOME TOGETHER!

@thegermanagent

SALES PERFORMANCE

#LISTINGS	#SALES	TOTAL SALES
85	100	\$50,000,000+

YOUTUBE AUDIENCE DEMOGRAPHICS

2,230	FOLLOWERS
2.8 MIO	ACCTS REACHED
100K	ACCTS ENGAGED

TOP COUNTRIES

UNITED STATES	80%
CANADA	3%

AGE RANGE

25-34	25%
35-44	27%
45-54	16%





WHY HIRE US?

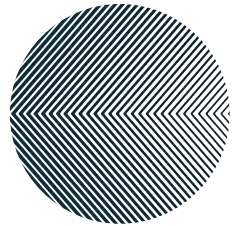
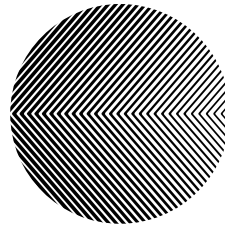
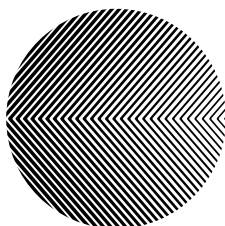
WHY HIRE US? BECAUSE WE'RE NOT JUST REAL ESTATE AGENTS; WE'RE YOUR DEDICATED PARTNERS IN THIS EXCITING JOURNEY! WITH A SPRINKLE OF LOCAL CHARM AND A DASH OF MARKET SAVVY, OUR TEAM BRINGS A WARM, PERSONALIZED APPROACH TO EVERY TRANSACTION. THINK OF US AS YOUR REAL ESTATE CONCIERGES, BLENDING PROFESSIONAL EXPERTISE WITH A GENUINE LOVE FOR WHAT WE DO.

WE BELIEVE EVERY CLIENT IS UNIQUE, AND SO IS OUR SERVICE TO YOU. WE'RE NOT JUST ABOUT THE NUMBERS; WE'RE ABOUT THE SMILES, THE HANDSHAKES, AND THE JOY OF FINDING YOUR PERFECT PLACE. WITH US, IT'S NOT JUST BUSINESS; IT'S A SHARED ADVENTURE IN MAKING YOUR PROPERTY DREAMS COME TRUE. JOIN US, AND LET'S MAKE SOME REAL ESTATE MAGIC HAPPEN TOGETHER!

MEET THE **TEAM**...



Misha



THE SELLING PROCESS

SELLING YOUR HOME IS A BIG STEP, AND WE'RE HERE TO MAKE IT SMOOTH AND SUCCESSFUL. OUR PROCESS, FROM PREPARATION TO CLOSING, IS DESIGNED TO BE STRESS-FREE AND EFFECTIVE, ENSURING THE BEST OUTCOME FOR YOU. LET'S START THIS JOURNEY TOGETHER, WITH YOUR NEEDS AND GOALS LEADING THE WAY.

- **PREP AND PRICE:** READY YOUR HOME FOR SALE AND SET A COMPETITIVE PRICE.
- **STAGE AND MARKET:** SHOWCASE YOUR HOME'S APPEAL AND MARKET IT EFFECTIVELY.
- **SHOW AND IMPRESS:** HOST VIEWINGS AND OPEN HOUSES TO ATTRACT BUYERS.

- **EVALUATE OFFERS:** ASSESS AND DECIDE ON THE OFFERS RECEIVED.
- **NEGOTIATE AND AGREE:** FINALIZE TERMS AND ACCEPT THE BEST OFFER.
- **CLOSE THE DEAL:** COMPLETE PAPERWORK AND FINALIZE THE SALE.

PROJECT TIMELINE

BUDGET

SHOWINGS

MEET WITH A LENDER

OFFER ACCEPTED

SET UP YOUR HOME SEARCH

CLOSING DAY

MOVING DAY



PLAN YOUR BUDGET

NAVIGATING THE FINANCIAL JOURNEY OF BUYING A HOME CAN BE COMPLEX, BUT WITH THE RIGHT PLANNING, IT TURNS INTO AN EMPOWERING EXPERIENCE. FOR OUR BUYERS, BUDGET PLANNING ISN'T JUST ABOUT CRUNCHING NUMBERS; IT'S ABOUT REALIZING DREAMS WITHIN REACH. WE ENCOURAGE YOU TO START WITH A CLEAR VISION OF YOUR FINANCIAL LANDSCAPE. FACTOR IN NOT JUST THE PURCHASE PRICE, BUT ALSO CLOSING COSTS, PROPERTY TAXES, INSURANCE, AND POTENTIAL RENOVATIONS OR FURNISHINGS.

IT'S ABOUT BALANCING YOUR DESIRES WITH PRACTICALITY, ENSURING YOU'RE COMFORTABLE NOT JUST WITH YOUR NEW HOME, BUT WITH YOUR FINANCIAL FUTURE AS WELL. LET'S WORK TOGETHER TO CREATE A BUDGET PLAN THAT ALIGNS WITH YOUR LIFESTYLE, ASPIRATIONS, AND LONG-TERM GOALS. WITH US, YOU'RE NOT JUST BUYING A HOUSE; YOU'RE STRATEGICALLY INVESTING IN YOUR FUTURE.



WISH LIST

CREATING YOUR BUYER'S WISH LIST IS A KEY STEP IN FINDING YOUR DREAM HOME. THIS LIST IS MORE THAN JUST A COLLECTION OF DESIRED FEATURES; IT'S A REFLECTION OF YOUR LIFESTYLE, ASPIRATIONS, AND PRIORITIES.

WHETHER IT'S A SPACIOUS KITCHEN FOR FAMILY GATHERINGS, A HOME OFFICE FOR REMOTE WORK, PROXIMITY TO SCHOOLS, OR A QUIET NEIGHBORHOOD, EVERY DETAIL MATTERS. WE ENCOURAGE YOU TO THINK BEYOND THE BASICS—CONSIDER THE DAILY COMFORTS, THE COMMUNITY VIBE, AND LONG-TERM PLANS.

THIS WISH LIST BECOMES OUR GUIDE, HELPING US MATCH YOU WITH PROPERTIES THAT NOT ONLY MEET BUT EXCEED YOUR EXPECTATIONS. LET'S COLLABORATE TO TURN YOUR VISION INTO A REALITY, FINDING A HOME THAT'S NOT JUST A SPACE, BUT A PLACE WHERE YOUR LIFE'S BEST MOMENTS CAN UNFOLD.

DOWNPAYMENT

UNDERSTANDING DOWNPAYMENTS IS CRUCIAL IN YOUR HOME-BUYING JOURNEY. IT'S NOT JUST THE INITIAL STEP TOWARDS OWNERSHIP; IT REPRESENTS YOUR INVESTMENT IN YOUR FUTURE HOME. GENERALLY, A LARGER DOWNPAYMENT CAN MEAN MORE FAVORABLE LOAN TERMS AND LOWER MONTHLY PAYMENTS.

WE'LL HELP YOU NAVIGATE THE OPTIONS, FROM TRADITIONAL 20% DOWN TO PROGRAMS WITH LOWER REQUIREMENTS. YOUR DOWNPAYMENT STRATEGY WILL BE TAILORED TO FIT YOUR FINANCIAL SITUATION AND GOALS, ENSURING A SMART AND SUSTAINABLE PATH TO OWNING YOUR DREAM HOME.



YOUR HOME WISH LIST

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CONNECT WITH A LENDER

PARTNERING WITH THE RIGHT LENDER IS A PIVOTAL STEP IN YOUR HOME BUYING PROCESS. IT'S ABOUT FINDING A FINANCIAL ALLY WHO UNDERSTANDS YOUR NEEDS AND OFFERS SOLUTIONS TAILORED TO YOUR SITUATION. WE'LL ASSIST YOU IN CONNECTING WITH TRUSTED LENDERS WHO PROVIDE CLEAR, HONEST ADVICE AND COMPETITIVE LOAN OPTIONS. THIS RELATIONSHIP IS KEY TO NAVIGATING THE FINANCIAL ASPECTS OF PURCHASING A HOME WITH CONFIDENCE AND CLARITY, PAVING THE WAY FOR A SMOOTH AND SUCCESSFUL HOME BUYING EXPERIENCE.



YOUR TIMELINE

SETTING A REALISTIC TIMELINE IS ESSENTIAL IN THE HOME-BUYING JOURNEY. IT'S NOT JUST ABOUT FINDING THE RIGHT HOME; IT'S ABOUT ALIGNING YOUR MOVE WITH LIFE'S MANY VARIABLES—WHETHER IT'S A JOB RELOCATION, FAMILY NEEDS, OR FINANCIAL READINESS.

WE WORK CLOSELY WITH YOU TO UNDERSTAND YOUR UNIQUE CIRCUMSTANCES AND CRAFT A TIMELINE THAT RESPECTS YOUR PACE AND PREFERENCES.

THIS CUSTOMIZED APPROACH ENSURES A WELL-PLANNED, STRESS-FREE TRANSITION INTO YOUR NEW HOME, TAILORED TO SYNC PERFECTLY WITH YOUR LIFE'S SCHEDULE.



SET UP YOUR *Home Search*

INITIATING YOUR HOME SEARCH IS A JOURNEY FILLED WITH POSSIBILITIES AND EXCITEMENT. IT'S A PROCESS THAT GOES BEYOND BASIC LISTINGS; IT INVOLVES A DEEP DIVE INTO WHAT YOU ENVISION AS YOUR IDEAL HOME. OUR ROLE IS TO STREAMLINE THIS JOURNEY,

STARTING WITH A DETAILED UNDERSTANDING OF YOUR PREFERENCES - FROM THE SIZE AND STYLE OF THE HOUSE TO THE DESIRED NEIGHBORHOODS AND ESSENTIAL AMENITIES. WE UTILIZE ADVANCED SEARCH TOOLS AND DATABASES, GIVING YOU ACCESS TO A WIDE ARRAY OF PROPERTIES, INCLUDING THOSE NOT YET PUBLICLY LISTED. WE ALSO SET UP CUSTOMIZED ALERTS TO NOTIFY YOU IMMEDIATELY WHEN HOMES THAT MATCH YOUR CRITERIA HIT THE MARKET.

ADDITIONALLY, WE PROVIDE INSIGHTS INTO MARKET TRENDS, NEIGHBORHOOD DYNAMICS, AND PROPERTY VALUATIONS, ENSURING YOU MAKE WELL-INFORMED DECISIONS. OUR COMPREHENSIVE APPROACH IS DESIGNED NOT ONLY TO FIND YOU A HOME THAT TICKS ALL THE BOXES BUT ALSO TO TRANSFORM THE PROCESS INTO AN ENJOYABLE AND REWARDING EXPERIENCE. TOGETHER, WE'LL EXPLORE THE BEST OPTIONS,

SCHEDULE VIEWINGS AT YOUR CONVENIENCE, AND STEP INTO EACH POTENTIAL HOME WITH A CRITICAL, INFORMED EYE, ALL AIMED AT FINDING THE PLACE WHERE YOU CAN TRULY BELONG.



YOU'RE UNDER CONTRACT WHAT'S NEXT?

UNDER CONTRACT? GREAT! NOW WE FOCUS ON FINALIZING YOUR HOME PURCHASE. THIS INCLUDES HANDLING HOME INSPECTIONS, APPRAISALS, AND FINALIZING YOUR LOAN. WE'LL GUIDE YOU THROUGH EACH STEP, ENSURING TIMELY COMPLETION AND ADDRESSING ANY CONCERNS. OUR TEAM COORDINATES WITH ALL INVOLVED PARTIES, KEEPING YOU INFORMED AND SUPPORTED UNTIL YOU HOLD THE KEYS TO YOUR NEW HOME. REST ASSURED, EVERY DETAIL IS MANAGED CAREFULLY TO ENSURE A SMOOTH COMPLETION OF YOUR HOME BUYING JOURNEY.

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THE DETAILS

01

02

03

X-DAY INSPECTION PERIOD

THE X-DAY INSPECTION PERIOD IS A CRUCIAL TIMEFRAME IN YOUR HOME BUYING PROCESS. TYPICALLY SPANNING A SET NUMBER OF DAYS [USUALLY 10-15], THIS PERIOD ALLOWS YOU TO THOROUGHLY INSPECT THE PROPERTY WITH A PROFESSIONAL INSPECTOR. IT'S YOUR OPPORTUNITY TO UNCOVER ANY POTENTIAL ISSUES, FROM STRUCTURAL PROBLEMS TO NECESSARY REPAIRS.

DURING THIS TIME, WE'LL ASSIST IN COORDINATING THE INSPECTIONS AND REVIEWING THE REPORTS WITH YOU. THIS PROCESS IS ESSENTIAL FOR MAKING AN INFORMED DECISION: YOU CAN EITHER PROCEED WITH THE PURCHASE, NEGOTIATE REPAIRS OR CREDITS WITH THE SELLER, OR, IN SOME CASES, WITHDRAW YOUR OFFER WITHOUT PENALTY IF SIGNIFICANT ISSUES ARE FOUND. WE'RE HERE TO ENSURE THIS PERIOD IS USED EFFECTIVELY, SAFEGUARDING YOUR INVESTMENT AND PEACE OF MIND.



APPRAISAL

THE APPRAISAL IS A VITAL STEP IN YOUR HOME BUYING JOURNEY, PROVIDING AN OBJECTIVE EVALUATION OF THE PROPERTY'S MARKET VALUE. THIS ASSESSMENT, CONDUCTED BY A LICENSED APPRAISER, ENSURES THE PRICE YOU'VE AGREED TO PAY IS IN LINE WITH THE HOME'S WORTH. IT'S PARTICULARLY IMPORTANT FOR SECURING FINANCING, AS LENDERS REQUIRE APPRAISALS TO CONFIRM THE PROPERTY'S VALUE SUPPORTS THE LOAN AMOUNT.

WE GUIDE YOU THROUGH THIS PROCESS, LIAISING WITH THE APPRAISER AND ENSURING THE APPRAISAL IS SCHEDULED PROMPTLY AND EFFICIENTLY. SHOULD THE APPRAISAL COME IN LOWER THAN EXPECTED, WE'RE EQUIPPED TO NEGOTIATE AND EXPLORE OPTIONS WITH YOU, WHETHER IT'S REVISITING THE SALE PRICE WITH THE SELLER OR RE-EVALUATING YOUR OFFER. OUR AIM IS TO NAVIGATE YOU THROUGH THIS PHASE WITH CLARITY AND CONFIDENCE, ENSURING YOUR INVESTMENT IS SOUND AND WELL-ADVISED.



Other Contingencies

OTHER CONTINGENCIES ACT AS SAFETY NETS IN YOUR HOME PURCHASE, COVERING ASPECTS LIKE FINANCING AND THE SALE OF YOUR CURRENT HOME. WE'LL HELP IDENTIFY AND INCLUDE THESE IN YOUR CONTRACT, ENSURING YOUR INTERESTS ARE PROTECTED THROUGHOUT THE BUYING PROCESS.



Financing

FINANCING YOUR HOME PURCHASE IS A CRITICAL STEP. WE'LL ASSIST IN GETTING YOU PRE-APPROVED FOR A MORTGAGE, EXPLORING SUITABLE LOAN OPTIONS, AND UNDERSTANDING THE TERMS AND RATES. OUR GUIDANCE SIMPLIFIES THIS PROCESS, ENSURING YOU FIND A FINANCIAL SOLUTION THAT MATCHES YOUR BUDGET AND GOALS. WE'LL SUPPORT YOU IN PREPARING DOCUMENTS AND LIAISING WITH LENDERS, AIMING FOR A SEAMLESS AND TRANSPARENT FINANCING EXPERIENCE.



FINAL WALKTHROUGH

THE FINAL WALKTHROUGH, CONDUCTED JUST BEFORE CLOSING, IS YOUR OPPORTUNITY TO ENSURE EVERYTHING IN YOUR FUTURE HOME IS AS AGREED UPON. IT'S NOT JUST A LAST LOOK, BUT A CRUCIAL CHECK TO VERIFY THAT THE PROPERTY IS IN THE EXPECTED CONDITION, AND ANY REPAIRS OR AGREEMENTS MADE AFTER THE INSPECTION HAVE BEEN FULFILLED.

WE'LL ACCOMPANY YOU, HELPING TO INSPECT THE HOME THOROUGHLY - FROM TESTING APPLIANCES TO CHECKING FOR ANY LAST-MINUTE ISSUES. THIS IS ALSO THE TIME TO ENSURE ALL FIXTURES AND ITEMS INCLUDED IN THE SALE ARE PRESENT. WE ADVOCATE FOR YOU DURING THIS WALKTHROUGH, ENSURING EVERY DETAIL IS ADDRESSED, SO YOU CAN PROCEED TO CLOSING WITH CONFIDENCE AND PEACE OF MIND. THIS FINAL STEP IS KEY IN MAKING SURE YOUR NEW HOME IS READY FOR YOU TO START A NEW CHAPTER.



CLOSING DAY

CLOSING DAY MARKS THE CULMINATION OF YOUR HOME-BUYING JOURNEY, A MOMENTOUS OCCASION WHERE OWNERSHIP OFFICIALLY TRANSFERS TO YOU. ON THIS DAY, YOU'LL SIGN A SERIES OF LEGAL DOCUMENTS IN THE PRESENCE OF YOUR ATTORNEY OR A CLOSING AGENT, WHICH INCLUDES THE MORTGAGE AGREEMENT AND THE DEED. WE ENSURE THAT YOU FULLY UNDERSTAND EACH DOCUMENT BEFORE SIGNING, PROVIDING CLARITY ON ANY LEGAL JARGON OR TERMS.

THIS PROCESS ALSO INVOLVES SETTTLING ALL CLOSING COSTS AND FEES. WE'LL BE THERE TO GUIDE YOU EVERY STEP OF THE WAY, ENSURING A SMOOTH AND CELEBRATORY TRANSITION. ONCE ALL THE PAPERWORK IS COMPLETE, THE KEYS TO YOUR NEW HOME ARE HANDED OVER, SIGNIFYING THE START OF YOUR NEW ADVENTURE IN THE HOME YOU'VE CHOSEN. OUR GOAL IS TO MAKE CLOSING DAY A JOYFUL AND STRESS-FREE EXPERIENCE, AS WE WATCH YOU TURN YOUR DREAM INTO A REALITY.





OUR COMMITMENT TO YOU

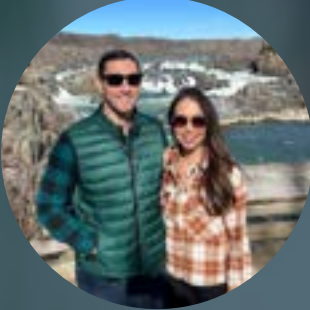
OUR COMMITMENT TO YOU EXTENDS BEYOND MERE TRANSACTIONS; IT'S ABOUT BUILDING A RELATIONSHIP FOUNDED ON TRUST, TRANSPARENCY, AND TAILORED SERVICE. WE PLEDGE TO GUIDE YOU WITH UNWAVERING SUPPORT, EXPERT ADVICE, AND DEDICATED ADVOCACY AT EVERY STEP OF YOUR REAL ESTATE JOURNEY.

WHETHER YOU'RE BUYING OR SELLING, OUR TEAM IS COMMITTED TO UNDERSTANDING AND PRIORITIZING YOUR UNIQUE NEEDS AND GOALS, ENSURING EVERY DECISION IS INFORMED AND EVERY OUTCOME ALIGNS WITH YOUR ASPIRATIONS. YOUR SATISFACTION AND PEACE OF MIND ARE THE CORNERSTONES OF OUR APPROACH, AS WE STRIVE TO MAKE YOUR REAL ESTATE EXPERIENCE NOT JUST SUCCESSFUL, BUT ALSO TRULY REWARDING.

Mischa

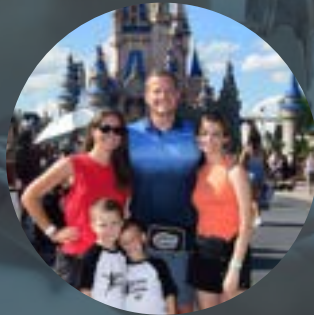
TESTIMONIALS

HOLLY PRESCOTT



We relocated to Kathleen and bought a new home, greatly aided by our realtor, Mischa. His expertise in negotiating extra items in our contract and addressing our concerns promptly was invaluable. We're thrilled with our choice, benefiting from Mischa's area knowledge, creativity, and client-focused approach.

BRANDON SIMMONS



When we first met Mischa in 2020, his dynamic approach to real estate won us over. Years later, for our upgrade to a retirement home, Mischa swiftly secured our new home and sold our previous one in record time. His thorough coordination and continued support post-move affirm his status as an exceptional realtor, unparalleled in dedication. Mischa is the go-to professional for anyone in need of real estate services.

JESSICA BALMER



Mischa is an outstanding realtor - professional, knowledgeable, and incredibly supportive. He tirelessly showed us homes in challenging conditions and provided video tours when we couldn't visit in person. Discovered through his informative YouTube channel, Mischa made our Georgia home-buying experience smooth and stress-free. Highly recommend for his non-salesy, genuine approach. We'll certainly turn to him for future real estate needs.

JENNIFER ALBRIGHT



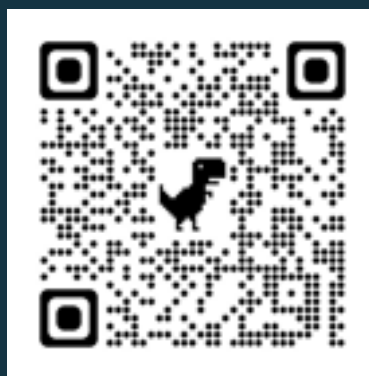
Mischa is an amazing realtor! He worked with us while we relocated from out of state and took us on MANY virtual tours of homes. He made the process fun and easy!! His video skills and virtual tours are a HUGE plus if you're not able to do your house hunting in person!

We will absolutely use Mischa for any home buying or selling needs in the future!



READY TO BUY?

SET YOUR APPOINTMENT HERE:



MISCHA *Thompson*

REAL ESTATE AGENT

🌐 478-442-1429
@ THEGERMANAGENT
✉ MISCHATHOMPSON.COM