



RE/MAX
RESULTS

BUYER'S GUIDE





Melanie Schmidt: REALTOR® CRS, CNHS, GRI, SFR



Hi, I'm Melanie Schmidt, Licensed Realtor with RE/MAX Results living in the Rochester area for over 31 years. I have worked in the Real Estate Profession for over 18 years, including New Construction Builder Representative, Short Sales, Foreclosures, Investment Properties, Luxury Homes and First Time Home Buyers. I find Real Estate to be very Rewarding and Exciting, from viewing homes with buyers to listing homes with sellers and the intricate details needed to successfully accomplish your Real Estate Goals. I have found the process to be intriguing, challenging and rewarding in every way. I enjoy staying connected with our clients during and after the buying/selling process. I have a level of high integrity with a passion to help each and everyone one of our clients with the level of respect they deserve. I look forward to being your agent of choice! Melanie.



Christopher Schmidt: REALTOR®

Hi, I'm Christopher Schmidt with RE/MAX Results. I have been a licensed Real Estate Professional in Minnesota for over 10 years. It has been an Amazing and Exciting 10 years. When I decided to start my career in Real Estate, I knew joining my Mother and creating the Melanie & Christopher Schmidt Real Estate Team was going to be Great! Utilizing our experience, Knowledge and skills, we're able to provide our clients with the exceptional Service they deserve. I look forward to working with you and assisting with all your Real Estate Needs. Chris.

GET IN TOUCH

(507) 216-5656

info@theschmidt-group.com

www.theschmidt-group.com

4123 26th St NW Rochester, MN 55901



The Value of an Agent

A PROFESSIONAL GUIDE

Selling a home usually requires dozens of forms, reports, disclosures, and other technical documents. A knowledgeable expert will help you prepare the best deal and avoid delays or costly mistakes. Also, there's a lot of jargon involved, so you want to work with a professional who can speak the language.

HIGH ETHICAL STANDARDS

Every REALTOR® is legally required to adhere to a strict code of ethics, which is based on professionalism and protection of the public. As a REALTOR®'s client, you can expect honest and ethical treatment in all transaction-related matters.

OBJECTIVE INFORMATION AND OPINIONS

REALTORS® can provide local information on utilities, zoning, schools, and more. They also have objective information about each property. REALTORS® can use that data to help you determine if the property has what you need.

EXCLUSIVE MARKETING POWER

Property doesn't sell due to advertising alone. A large share of real estate sales comes as the result of a practitioner's contacts with previous clients, friends, and family.

NEGOTIATION AND CONTRACT EXPERTS

There are many factors up for discussion in a deal. A REALTOR® will look at every angle from your perspective, including crafting a purchase agreement that allows you the flexibility you need to take that next step.

UP-TO-DATE INFORMATION

Most people sell only a few homes in a lifetime, usually with quite a few years in between each sale. Even if you've done it before, laws and regulations change. REALTORS® handle hundreds of transactions over the course of their career.



PROVEN RESULTS

Who you work with matters. RE/MAX Results has a long history of helping buyers & sellers and reputation as being the best in the business.

1,200 ▲

SALES EXECUTIVES

45

OFFICE LOCATIONS

28,000 ▲

UNITS SOLD

24 ▲

TRANSACTIONS PER AGENT

\$9.5 BILLION ▲

CLOSED SALES VOLUME



OFFICE LOCATIONS

With over 45 office locations, RE/MAX Results is wherever you are.

- ALEXANDRIA
- ANDOVER
- APPLE VALLEY
- AUSTIN
- BAXTER
- BROOKLYN PARK
- CAMBRIDGE
- COLD SPRING
- CROSSLAKE
- DULUTH LONDON ROAD
- DULUTH MILLER HILL
- EAGAN
- EDEN PRAIRIE
- EDINA EAST
- EDINA WEST
- ELK RIVER
- ELLSWORTH
- EYOTA
- HOLMEN
- HUDSON
- HUTCHINSON
- LA CROSSE
- LILYDALE
- LONGVILLE
- MANKATO
- MAPLE GROVE
- MEDICINE LAKE
- MENDOTA HEIGHTS
- MINNEAPOLIS LORING PARK
- MINNEAPOLIS UPTOWN
- NISSWA
- NORTH BRANCH
- ONALASKA
- PLYMOUTH
- PLYMOUTH WEST
- RED WING
- ROCHESTER
- SHOREVIEW
- SHOREVIEW WEST
- ST. CLOUD
- ST. PAUL HIGHLAND PARK
- ST. PAUL CROCUS HILL
- STILLWATER
- SUPERIOR WISCONSIN
- WAYZATA
- WOODBURY



HOME BUYING PROCESS

A good agent can be trusted to guide you through each step of the home buying process.



CHOOSE
AN AGENT



GET PRE-
APPROVED



FIND YOUR
HOME



MAKE
AN OFFER



PURCHASE
AGREEMENT



HOME
INSPECTION



HOME
APPRAISAL



TITLE
COMMITMENT



FINAL DOCS
TO LENDER



CLOSING
DAY

HOME BUYING BREAKDOWN

STEP 1: GETTING STARTED



CHOOSE AN AGENT

- Consultation, Strategy, and Goal Exploration



GET PRE-APPROVED

- Talk to a Mortgage Lender
A loan officer will look at your finances and pre-approve a budget that works for you.

STEP 2: HOME SEARCH

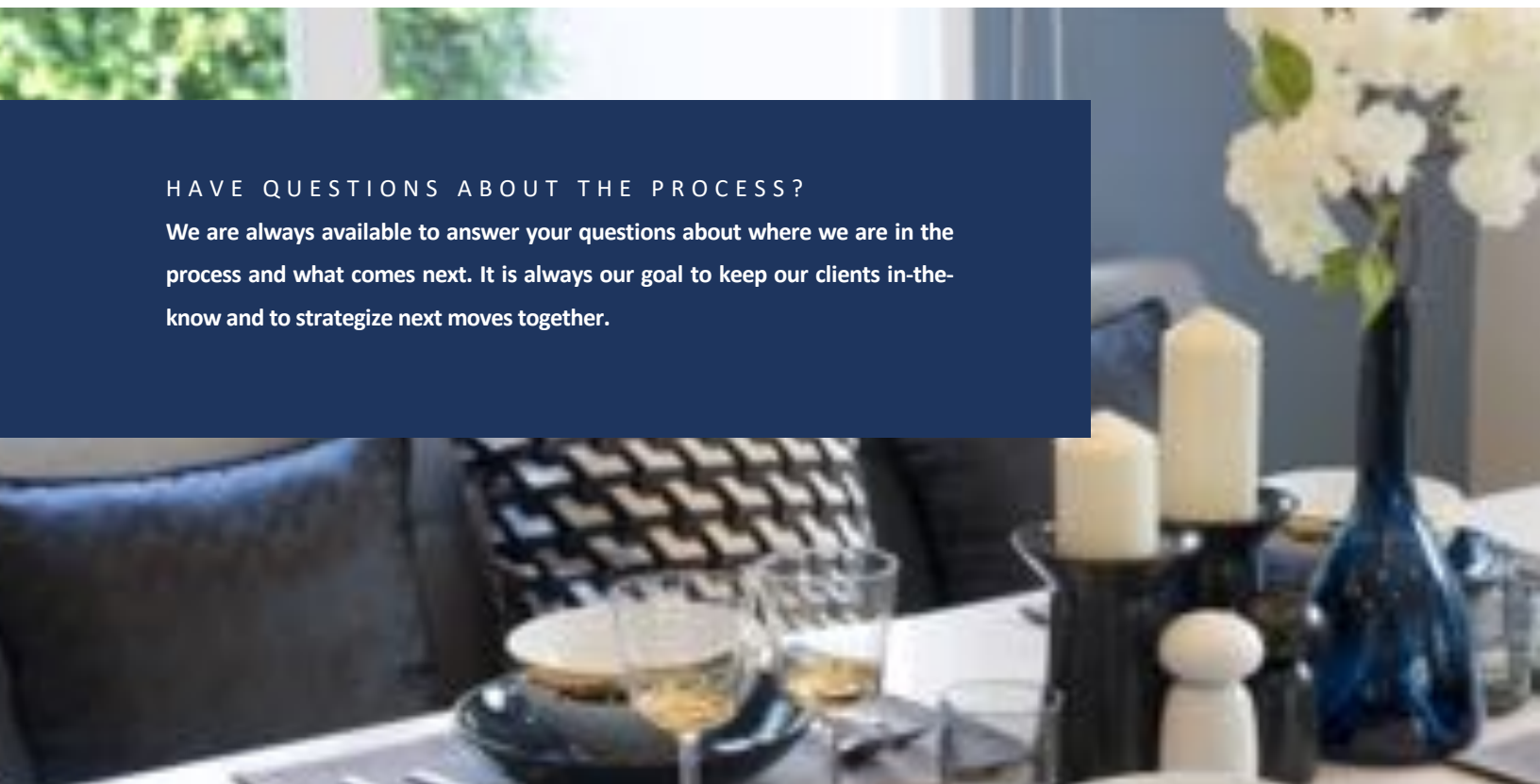


FIND YOUR HOME

- Search For Homes
We will send listings that match your criteria directly to you.

HAVE QUESTIONS ABOUT THE PROCESS?

We are always available to answer your questions about where we are in the process and what comes next. It is always our goal to keep our clients in-the-know and to strategize next moves together.



STEP 3: OFFER & UNDER CONTRACT



MAKE AN OFFER

- Discuss Offer Details
Together, we will build a competitive offer that works for you.
- Submit Offer



PURCHASE AGREEMENT

- Review & Sign Purchase Agreement.



HOME INSPECTION

- Licensed Inspector Examines the Property
The offer you submit will most likely be contingent upon inspection. Issues that arise during the inspection can be negotiated if need be.



HOME APPRAISAL

- Confirming the Lending Value
Most lenders require an appraisal before approving the purchase.

STEP 4: HOME-STRETCH



TITLE COMMITMENT

- Title History Check
- Remove Contingencies
A title company will address/remove any roadblocks associated with a home's title.



FINAL DOCUMENTS TO LENDER

- Mortgage Company's Final Approval of Funds.



CLOSING DAY

- Final Walk-Through has been Completed
- Sign Documents, Transfer Deed, and Disburse Funds.

FINDING THE RIGHT HOME



FOCUS YOUR SEARCH

Focus on key criteria to narrow down your search. Price, city, neighborhood, home features, school districts, and commute time are all things to take into consideration.

ONLINE REVIEW

We will hand-select properties that match your criteria. In addition, We will set you up with an MLS search, so viable options will be sent directly to your inbox. Browse photos, layout, description, and details online to determine which are worth visiting.

DRIVE-BY REVIEW

A simple drive past the property can reveal a lot of information that may not be apparent online. How does the neighborhood feel? Does the home look as good in person?

PRIVATE SHOWING

Think you found the house? We will schedule a private showing for us to review the property in person. We will use this opportunity to get a better feel for the house itself and uncover any basic issues that may affect your decision.



EXCLUSIVE TOOLS FOR BUYERS

BUYER DATABASE

RE/MAX Results offers an exclusive buyer database which allows agents to internally advertise buyer needs and match them with homes before they're available to the public. Your listing is added to our community of nearly 1,300 agents to be matched against our pre-MLS buyer need database. When a buyer need matches your listing, your agent is immediately notified.

RESULTS INSIDER

Results insider is another internal platform exclusive to RE/MAX Results. Buyers have the advantage of knowing about listings before they go live to the public, and with an in-house network of over 1,000 agents posting daily, you're sure to have your pick of the market.

UPDATER MOVING CONCIERGE

We've partnered with Updater to provide you with a well-designed, easy-to-use technology platform that streamlines the entire moving process. Updater is a smarter and safer way for you to transfer and connect utilities and home services, file USPS mail forwarding, update all accounts and records, share digital moving announcements, and more. Don't miss a beat!



SERVING THE COMMUNITY

We proudly support both Children's Miracle Network Hospitals and the Results Foundation, to which I donate a portion of every closing to these causes.

CHILDREN'S MIRACLE NETWORK

Since 1992, RE/MAX agents and offices have helped Children's Miracle Network Hospitals support millions of kids each year, mostly by participating in the Miracle Home Program and making donations in their clients' name after each home or property transaction. Miracle Home yard signs also serve as an indicator of the agent's commitment to helping kids in their very own neighborhood.

Over the years, RE/MAX Results Sales Executives have donated over \$1,056,700 to Children's Miracle Network Hospitals.

RESULTS FOUNDATION

The Results Foundation was established in 2015 by RE/MAX Results to give back to local communities by providing grants and scholarships to organizations and individuals throughout Minnesota and Wisconsin, believing there's no greater investment than helping individuals and communities overcome obstacles and achieve their goals. Inspired by the philanthropic work of the Sales Executives and staff of RE/MAX Results, the foundation has donated nearly \$200,000 in grants to date.

Find out more at: resultsfoundation.net.



WORKING AS A TEAM

OUR PROMISE TO YOU

- Communication the way you prefer. Whether it's texts, emails, or a phone call, we promise to correspond with you the way you prefer.
- Present all listings to you and assist you in evaluating them.
- Facilitate the negotiation process.
- Monitor progress toward closing and keep you informed.
- Stay in contact with the listing agent.
- Be present at closing to ensure a successful conclusion.

BUYER COMMITMENTS

- Work exclusively with us for the purchase of the property.
- Supply accurate & relevant financial information for purchase.
- Contact us to schedule any property showing appointments, including open houses.
- Keep in close communication during offer negotiations and closing commitments.

SCHMIDT
group

RE/MAX
RESULTS