



LONG & FOSTER®
REAL ESTATE

IT'S THE **ONE.**

WHY WORK WITH A BUYER'S AGENT?



EXPERTISE & MARKET KNOWLEDGE

I will analyze market trends, evaluate property values, and identify suitable listings based on your preferences and budget. I will also provide access to off-market properties through relationships with listing agents, ensuring clients receive information about current and future listings before they hit the market.

ADVOCACY & NEGOTIATION

I will negotiate on your behalf to secure the best deal, whether it involves purchase price, contract terms, or contingencies, aiming to protect your interests and maximize investment.

STREAMLINING THE PROCESS

I will handle paperwork, schedule inspections, and coordinate with other professionals involved in the transaction, ensuring a smooth and efficient process from start to finish.

GUIDANCE & SUPPORT

I offer insights into neighborhoods, schools, and local amenities, helping you make informed decisions. Additionally, through our All-Inclusive Real Estate experience, I can provide access to a network of trusted professionals, including mortgage, inspection, title, insurance, moving and property management.

OVERALL VALUE

I'll bring expertise, advocacy, and dedication to help you achieve your real estate goals, providing a seamless and rewarding home buying experience.

LONG & FOSTER'S **ALL-INCLUSIVE** REAL ESTATE EXPERIENCE.

If there's one thing we've learned in 50+ years of buying and selling homes, it's that the process can be just that — a process. Once you find your dream home, come the many — the many steps, the many calls, the many signatures.

Imagine if the many felt more like one. One team in lockstep with your every move, and one real estate company that can do it all. That's the All-Inclusive Real Estate Experience. It's the easiest, most streamlined approach to buying and selling real estate.



STEP. BY. **STEP.**

We're here for you — with a dream team of companies to handle every detail along the way.



IT'S YOUR DREAM TEAM. HERE'S HOW THEY WORK:

AGENT

Think of it like having your own personal home guide. Someone who will orchestrate a team of specialists into an integrated, step-by-step process from start to finish. It's home buying in perfect harmony. All you have to do is sit back, relax, and enjoy the journey.

INSPECTION

We help you make good decisions when you're buying a home and learn how to be a better homeowner after you move-in. We streamline your inspection journey, provide thorough and accurate results, and get you to closing peacefully. Schedule a confirmed inspection online 24x7.

MORTGAGE

Our mortgage affiliate, Prosperity Home Mortgage, will get you approved for a mortgage before shopping for a home. This will make your offer stand out and give you an edge in a highly competitive market. If you are already pre-approved, no problem, we can take a "second look" and try to get you even better terms.

TITLE

We carefully examine your new home's title, get your legal documents in order, and safeguard your investment. With a team of specialists who expect the unexpected, you can anticipate an on-time, worry-free closing.



IT'S YOUR DREAM TEAM.

HERE'S HOW THEY WORK:

INSURANCE

We help you secure the proper coverage at a competitive price to protect your largest investment — your home. Our insurance agents work closely with you to understand your risk exposures, educate you on your options, protect you from the unexpected, and develop insurance strategies to offer ongoing service to address your ever-changing insurance needs.

MOVING

We ensure a smooth, stress-free move so you can start enjoying your new home as soon as you move in. Whether you're headed down the street or across the country, our moving specialists will make sure you don't have to lift a finger.

PROPERTY MANAGEMENT

We are the next generation of property management. With our streamlined processes, best-in-class service, and transparent financial updates, we help investors achieve financial success through real estate.

CLOSING

We're here for one reason — to make the process as seamless and joyful as can be. All you have to do is focus on what's most important, settling into your new home.

Sound good? Let's get started.

TIMES HAVE CHANGED

In real estate, the only constant is change. As a brokerage firm, it's on us to help you stay one step ahead of it all. While the market volleys between buyers, sellers, inventories, and interest rates, we've built our 56-year legacy not only by anticipating change, but by adapting to it.

Following one of the most seismic shifts our industry has ever seen, we find ourselves stronger, more resilient, and better positioned to pair the right buyer with the right seller at the right time.



BUILT ON CORE VALUES

Since our founding in 1968, Long & Foster has proudly let a simple set of values guide the way we do business. This is who we are. And today, it's what matters most.

RESPECT.

Act with honesty and integrity. Putting people first guides our strategy.

LISTEN.

Seek to understand. Continuously learn about customers and each other. Build lasting relationships.

TAKE OWNERSHIP.

Do the right thing. Never stand still. Grow, evolve, and improve. Challenge the status quo with open minds, creativity, and focus. Great teams hold each other accountable.

CELEBRATE SUCCESS.

Play to WIN everyday. Take joy in celebrating our collective accomplishments.

PARTICIPATE.

Show up. Be present. Engage in opportunities that move us forward. Be active in the communities where we live and work.

BE REAL.

Be honest and straight forward with each other. Communicate frequently and in a clear, timely and constructive manner.

ENOUGH ABOUT US

We're Here to Sell Your Home

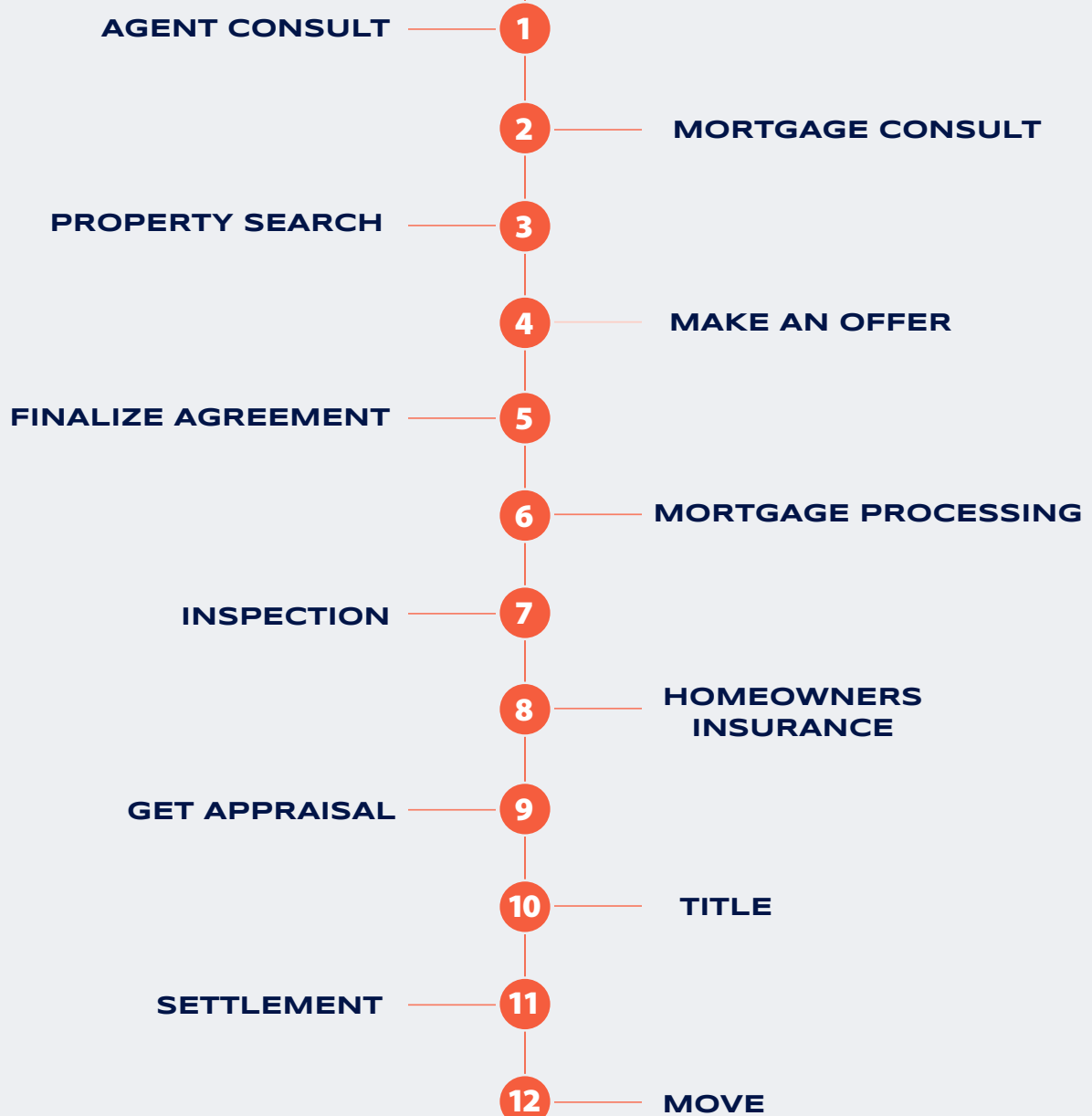
We know it's a big move. As the saying goes, bigger than bricks and sticks. We're talking about one of the biggest financial and emotional investments someone can make, and while the decision to sell may not have come easy, we know a thing or two about taking it from there.

Our agents have the expertise to position your property, the vision to see who's in the market, and the acumen to get the best possible return in the shortest amount of time. After all, that's why we're one of the nation's top real estate companies as part of HomeServices of America.



LET THE JOURNEY **BEGIN**

We'll be there every step of the way.



FIRST THINGS **FIRST**

During our initial consultation, we gather useful information to help guide your search.

What are your goals?

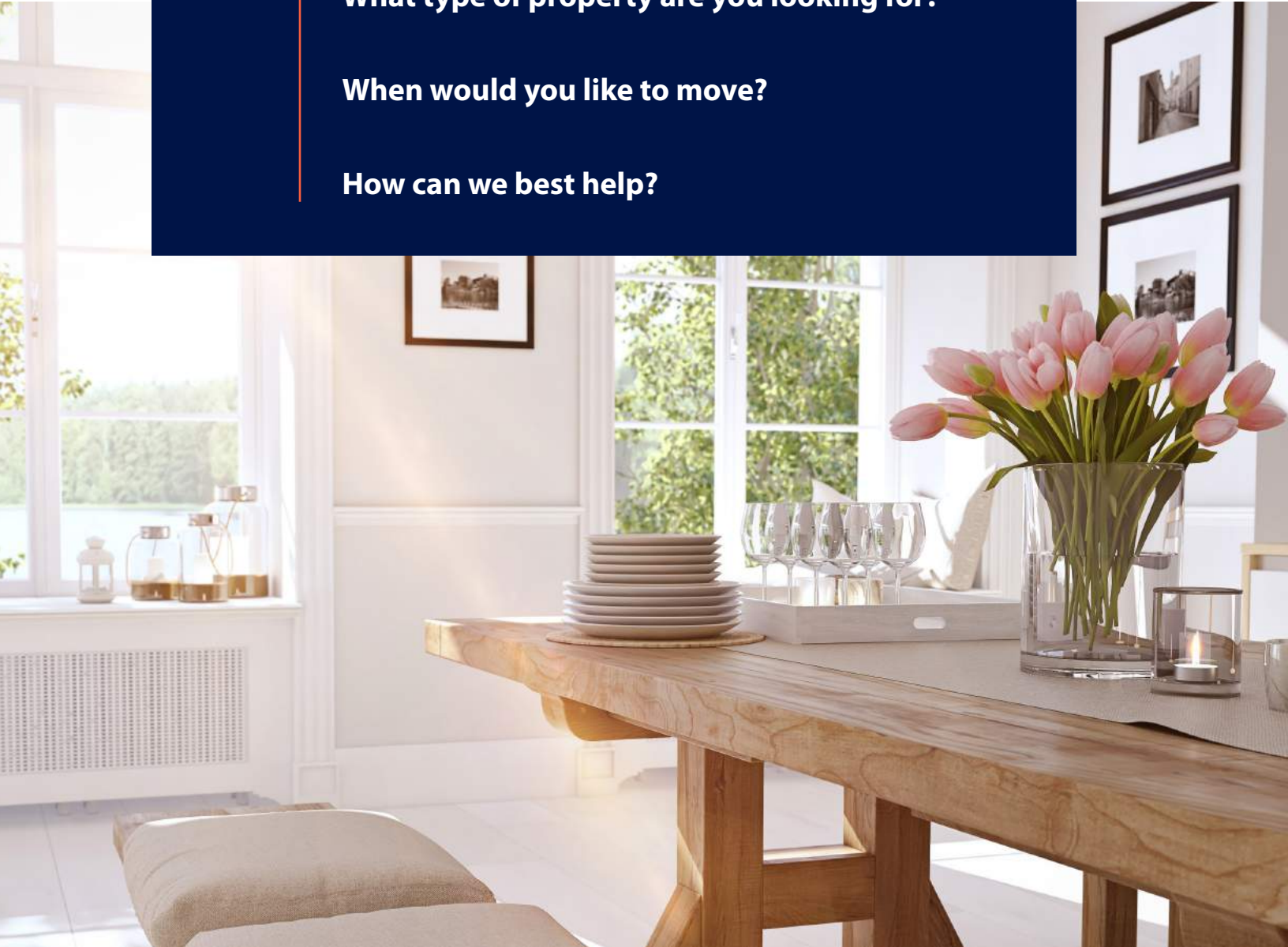
What's most important to you?

Why are you moving?

What type of property are you looking for?

When would you like to move?

How can we best help?



GUIDING YOU HOME

We streamline the process in three phases.

1

PREP

During our consultation, we'll understand your wants, needs, goals, and budget in order to make sure we're looking in the right places. Together, we can pinpoint from an extensive network of properties and refine your search based on market availability.

2

SEARCH

We've done the homework, now comes the fun part. You'll get access to every home on the market and view as many properties as you need. Based on our expertise, we'll advise on as much or as little as you'd like. We can find off-market properties.

3

BUY

Finding the perfect home is a wonderful feeling. From there, you'll be backed by our family of companies to help expedite the process from contract to closing and even beyond.



GETTING A HEAD **START**

We want our clients to have every advantage possible. With Long & Foster's *Coming Soon* portal, you'll get a sneak peek at key properties before they even hit the market. Additionally, this is an opportunity for us to get familiar with your wants and needs, refining our search criteria, and getting you to the right open houses at the right time.

This allows you to:

- Be one step ahead of other buyers
- Refine your search criteria
- Be fully prepared during the open house phase



THE HOME **STRETCH**

Helping you find the perfect home marks the end of an exciting step. Now, it's time to help you buy it.

1. Prepare and present the best offer
2. Discuss and negotiate counter offers
3. Track all contingencies, meet all deadlines
4. Schedule all inspections and closing settlement
5. Coordinate homeowner's insurance, title, and legal documents
6. Attend and assure a smooth closing



IN IT FOR THE **LONG HAUL**

Delivering the Long & Foster advantage since 1968.



OUR AFFILIATION WITH **HOMESERVICES** **OF AMERICA**

BACKED BY ONE OF THE NATION'S TOP REAL ESTATE COMPANIES

With the backing of HomeServices of America, a Berkshire Hathaway affiliate, we will provide:

- **National and global network**

Giving you greater access to potential buyers and sellers around the world

- **Unmatched financial stability**

Providing you with confidence that we're the right partner to handle what is likely the most expensive transaction in your life

- **Trusted and well-known brand**

Ensuring you'll receive an exceptional level of service and support for all your real estate needs



LONG & FOSTER: A FOCUS ON **EXCEPTIONAL SERVICE TO CLIENTS**

98% Customer Satisfaction

Our rating is a result of being there when our customers need us, communicating all aspects of the process, and guiding them with our professionalism and expertise.

Accessibility

4.9/5

Communication

4.9/5

Guidance

4.9/5

Professionalism

4.9/5

Based on 18,000+ responses from clients who were emailed a survey based on completing a home purchase or sale between March 1, 2018 and December 31, 2023. Survey is independently managed by Sinclair Customer Metrics. Scores are based on a 5 point scale. Percent willing to recommend is based on client providing a 4 or 5 to the question "How likely are you to recommend your real estate agent to a friend or family member?"

OUR ALL-INCLUSIVE PROMISE:

TRANSPARENT COMMUNICATION

We pledge open and honest communication throughout every step of the real estate process. From initial consultation to closing, you can expect timely updates, clear explanations, and proactive communication.

EFFICIENCY & DILIGENCE

We understand the importance of time in real estate. Our All-Inclusive team is dedicated to streamlining the process, minimizing delays, and ensuring a smooth and efficient experience from listing to closing.

EXPERT GUIDANCE

Our team consists of experienced and knowledgeable real estate professionals who are dedicated to providing you with expert advice. Whether you are buying, selling, or investing, we are committed to leveraging our expertise to help you make informed decisions.

ETHICAL CONDUCT

We uphold the highest standards of integrity. Your trust is paramount, and we are committed to maintaining the utmost honesty and fairness in all transactions.

TAILORED SOLUTIONS

We recognize that each real estate transaction is unique and we promise to develop personalized solutions that align with your specific needs and goals. Our approach is flexible, ensuring that your experience is tailored to suit your preferences.

POST-TRANSACTION SUPPORT

Our commitment doesn't end at the closing table. We pledge ongoing support and assistance, providing resources and guidance even after the transaction is complete. Your satisfaction is our long-term goal.

At Long & Foster, we stand by these principles to deliver an exceptional real estate journey for every client. Your success is our success, and we are honored to be your trusted partner in the world of real estate.

If you feel that we have not fulfilled our commitment to you, please reach out to promise@longandfoster.com and we will respond, same-day, to address any concerns or issues you may have.

IT'S A **JOURNEY.**

WE'RE READY WHENEVER YOU ARE.

Thanks for your time!

LONG & FOSTER®
— REAL ESTATE —

