



HOME BUYER INFORMATION KIT



MARKETING REAL ESTATE SOLUTIONS
STEVE VALKENAAR
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www.valkenaargroup.com



The problem many home buyers have when looking for homes with the typical real estate agent is the wrong person is picking the homes to view

THE ABCs Of REAL ESTATE SERVICE (WHAT MOST AGENTS Do)

- A - Advertise a home to get you to call them.
- B - Beg you to come talk to them.
- C - Choose a bunch of homes THEY like.
- D - Drive you from house to house.
- E - Encourage you to make an offer.
- F - Feel frustrated because the homes THEY select are not to YOUR liking.

The solution our team provides, our Exclusive Home Buyer System, focuses on your needs!

HOW IT WORKS

1. YOU tell us exactly what you are looking for.
2. We enter YOUR criteria into our powerful computer search program.
3. We send you regular emails with computer generated lists of properties that precisely match YOUR criteria, including Bank Owned properties For Sale By Owner, Fixer Uppers, and OFF MARKET Homes (properties available for sale, but not to the general public).
4. We update you regularly after new properties meeting your criteria are listed By Any and Every Company.
5. YOU tell us what YOU are interested in and we look at and investigate the properties that YOU choose.

THE RESULT

1. Our Home Hunter Service™ gives you PRIORITY access to all the Hot New Listings that match YOUR home buying criteria.
2. Our computerized searches find EVERY property that meets your criteria so YOU get immediate access to ALL the listings; including: Bank Owned, For Sale By Owner, Fixer Uppers and OFF-MARKET Homes (properties available for sale, but not to the general public).

WE PUT YOU IN CONTROL

- **YOU** get to pick the homes you want to see. YOU get to choose when you see them and drive by at your leisure!
- **YOU** get all the info that the Real Estate Agents can see, including how much the present owners paid for the property and ALL data from MLS system (not just the limited info the public can see.)
- **YOU** tell us which properties you are interested in and we will do additional research and arrange a showing of ONLY the properties YOU want to see.

3 KEY BENEFITS

1. You will know exactly how much home you can afford BEFORE you start looking for homes. You will know how much, if any cash is required and what your monthly payments will be.
2. You get access to the Best Financing (lowest rates, most favorable terms and highest quality of service) as a result of our long-standing relationships with several of the best lenders in the business.
3. You can make a stronger offer and beat out the competition because of our systematic approach to presenting your offer and our negotiation process.

PRE-APPROVAL IS EASY AS 1, 2, 3...

BEST OF ALL, IT'S A FREE SERVICE AND YOU'RE NEVER OBLIGATED TO PURCHASE A HOME.

CONSIDER THESE 2 OFFERS

BUYER A NOT PRE-APPROVED	BUYER B PRE-APPROVED
\$500,000.00	\$500,000.00
Offer Conditioned on Getting Financing With No Assurance of Loan Approval	Offer made with Lender's Pre-Approval Letter
Uncertain Ability To Secure Purchase Funds	Financing GUARANTEED in writing by Lender

Which Offer Do You Think The Seller Will Accept?



SPECIALIZED MARKETING KNOWLEDGE

Our Sales TEAM Agents are full-time professionals, completely familiar with the intricacies of our local market, its practices and inventory.

We know zoning, land use, construction, real estate development, investment, and a broad gamut of other real estate related matters!

We regularly attend outside and in-house training, continuing education, and seminars by experts in the field so that YOU have the benefit of the latest and most up-to-date information.

We have the latest state-of-the-art technology computers, equipment, and software, giving YOU the competitive advantage over other buyers.

WITH OUR SPECIALIZED KNOWLEDGE OUR TEAM WILL

1. Do the best job of finding that one “perfect property” for you.
2. Do the best job of preparing an offer that meets YOUR needs at the lowest price and best terms.
3. Do the best job of presenting and negotiating your offer so that the deal is in YOUR favor and YOUR INTERESTS come first (not the Sellers!).
4. Do the best job of closing the transaction with the least cost and hassle to YOU.

VALUABLE CONSUMER BENEFITS

1. All Buyer’s get a written “Buyer Cancellation Guarantee” that allows you to stop working with us if we are not living up to the promises we make.
2. All Home buyers receive a Home Warranty Protection Policy (Worth up to \$300.00). All buyers receive our Exclusive “Love It Or Leave It” guarantee that insures your complete satisfaction with your purchase. If with in 12 months of the date of purchase, you are not 100% satisfied with your new home, we will sell it for FREE! *some restrictions apply

UNIQUE TEAM SALES APPROACH

1. Most agents are one-person shows with limited resources, time & energy, and juggling several clients with little or no help with limited funds. How can such agents give you first-rate service?
2. OUR TEAM is made up of hand picked Real Estate Professionals! Our TEAM always has time for you.
3. OUR UNIQUE TEAM APPROACH means you get a highly qualified staff of individuals, each with their own Specialized Knowledge and Areas of Expertise.
4. Best of all - YOU get OUR entire TEAM of professionals all working for you for the price of one!

THE BENEFITS OF OUR UNIQUE SALES TEAM

Instead Of:	You Now Get:
Searching on-line and looking at homes that may be already sold.	Priority Access to all the HOT New Listings BEFORE other Buyers!
Wasting your time viewing only that homes an agent has picked out for you...	Regular updates of homes match YOUR criteria and YOU pick the homes you want to see!
Being pressured to buy a home after a few showings.	Access to any and all homes, which you can see at your leisure, and with NO pressure to buy.
Overpaying for the home you Want...	The best possible price and terms because of our systematic approach to presenting your offer and our negotiation process.

	WHAT YOU GET FROM OUR TEAM	WHY YOU BENEFIT
1	You Get Pre-qualified FREE of Charge for a Home Loan and get access to special financing.	You get more home for your money and you don't waste time on homes above or below your price range. You can beat out buyers not pre-approved when you make an offer on a property that has multiple bids.
2	YOU receive the best new listings that match YOUR criteria BEFORE the average buyer even knows about them!	YOU can beat other buyers to all the HOT NEW LISTINGS by getting this front-of-the-line access!
3	YOU are backed by our Specialized Market Knowledge.	YOU get the house you want at the lowest possible price, and on the best terms and conditions.
4	YOU have an entire TEAM of Real Estate Professionals and Leading-Edge Technology at your disposal at NO EXTRA COST!	Our State-Of-The-Art Technology and unique TEAM Sales System means YOU save time and money & your transactions are hassle-free.
5	YOU receive a Home Warranty Protection Plan for your first year free! (Worth \$300)	YOU have the security of knowing your home is protected.
6	YOU get a written Cancellation Guarantee signed by us, that allows you to cancel if we do not live up to the promises we make.	YOU are in control, not the real estate agent. You get our signed written commitment - we take all the risk so you don't have to.
7	You get our "Love it or Leave It" Guarantee that ensures you are satisfied with your purchase.	If within the first 12 months, YOU are not 100% satisfied with your new property, we will sell it for free! **Seller and broker must agree on price and possession date.
8	YOU get priority access to competent affiliates that can assist you with your total home purchase needs.	We have special relationships with Real Estate Attorney's, Home Inspectors, Certified Engineers, and others that can handle those special needs.



OUR BUYER SYSTEM - MAKING YOUR HOME BUYING DREAMS COME TRUE

DID YOU KNOW...? ONLY BUYERS AGENTS CAN:

SERVICES & DUTIES PROVIDED:	SELLER AGENTS	BUYER AGENTS
Protect Buyer's Interests. At ALL Times		✓
Advise and/or Disclose to Buyer ALL MATTERS (Even if it means pointing out reasons NOT to Buy!).		✓
Prepare Property Value Study or CMA for Buyer (Even if low).		✓
Represent Buyer Only		✓
Structure Offers to Promote & Protect Only Buyer		✓
Keep Buyer's Financial Capabilities, Thoughts & Willingness to Pay More for a Property Strictly Confidential		✓
Represent Buyer on MLS Listed Properties PLUS: Distress Sales, Bank Properties, Auctions, For Sale By Owners & Contractor Built/Sale Properties		✓
Negotiate Home Inspections, Repairs, Occupancy Dates, Buyer Credits & Costs in Buyer's Favor		✓
Owe Fiduciary Obligation & Responsibilities To Buyer Only		✓

As YOUR BUYER AGENT OUR TEAM WILL HELP YOU...

- ✓ Secure the best financing at the lowest rates and terms for you.
- ✓ Find the best home for your needs.
- ✓ Negotiate the lowest price & best terms for you..
- ✓ Meet your home buying needs with the least amount of hassle.

No Other Real Estate Sales Team or Agent Offers YOU All These Buyer Services

****BONUS- Our Team currently averages 4.2% more off List Price than the average agent negotiating on behalf of their clients. On a \$500,000.00 purchase that equates to \$20,000.00 more savings than working with another agent.***

The problem many home buyers have when looking for homes with the typical real estate agent is the wrong person is picking the homes to view.

To discuss your next home purchase before you speak with another agent, contact us at 480-440-8933

THE SOLUTION OUR TEAM PROVIDES

Our Exclusive Home Buying system.” Focuses on YOUR Needs!

We Help You calculate how much home you can buy with access to **FREE Home Loan Pre-Approval and the best home loans available.**

We Email You All Properties That Match Your Exact Home Buying Criteria with Our Exclusive Home Hunter Service. This includes homes on the Multiple Listings Service as well as Distress Sales, Fixer Uppers and OFF-MARKET homes available for sale, but not to the general public.

We Help You Get the Home You Want Using Our **Specialized Market Knowledge & Leading Edge Technology.**



You receive valuable VIP Buyer Consumer Benefits including our Exclusive Happy Home Purchase Guarantee

EACH STEP OF THE WAY YOU WILL BENEFIT FROM OUR:

- ✓ Innovative Home Buying
- ✓ Programs Leading Edge Technology
- ✓ Unique TEAM Sales System
- ✓ Specialized Market Knowledge
- ✓ Valuable Consumer Benefits

If You **Are Not Happy** With Your Home Purchase, **We Will Buy It Back** or **Sell It For Free!***

The Valkenaar Group offers this unique Buyer Satisfaction Guarantee so you, the home buyer, are in control of the home buyer process. We want you to know that we have a vested interest in helping you get the best possible home - one that you will love and enjoy for years to come.

You will not have to worry or second guess about the homes value, environment, inner workings, or process of purchase. If you are not satisfied with your new home within 12 months of the date you close, we will buy it back from you or sell it for free. We put this guarantee in writing to help you understand how committed we truly are to our clients.



OVERVIEW OF CONDITIONS

If you decide to sell the home you purchase within 12 months of the date you close because you are not satisfied with you home, and the Valkenaar Group acted as your Buyers Agent in the home purchase, we will buy back your home or sell it for free. Following the terms and stipulations of the Valkenaar Group Guaranteed Sale Program.

The Valkenaar Group.



We are extremely grateful of your patronage, Happy Home Buying!

GUARANTEED SALE PROGRAM GENERAL CONDITIONS:

- You must purchase another home of equal or greater value offered by The Valkenaar Group and have as your exclusive buyer a Sales Representative from the Valkenaar Group.
- Any sale based upon a job transfer or financial distress is not valid.
- Upon acceptance of our Guaranteed Sale/Buy Back offer, the time frame of the guarantee will be determined by our underwriters based upon current market conditions for your particular area. During this period The Valkenaar Group will offer your home for sale under the terms of our Guaranteed Sale Program.
- A Complete Special Stipulations Contract of the terms and conditions of the Guaranteed Sale Program is available upon request, but is not and will not become binding unless agreed to in writing by Seller and The Valkenaar Group.
- The Buy Back Guarantee is solely designed to give you, the home buyer, peace of mind knowing the property you are buying is a sound investment at the time of purchase.



YOU WILL LOVE YOUR NEXT HOME, GUARANTEED

IF YOU ARE NOT HAPPY WITH YOUR HOME PURCHASE, WE WILL BUY IT BACK!

Our team offers an EXCLUSIVE Buyer Satisfaction Guarantee so you are in control of the home buying process. We want you to know that we have a vested interest in helping you get the best possible home - one that you will love and enjoy for years to come. We put this GUARANTEE in writing to help you understand how committed we truly are to our clients!

IF WE DON'T DELIVER THE SERVICE WE PROMISE, YOU CAN CANCEL YOUR AGREEMENT WITH US.

We are so confident that our real estate system will work for you that we guarantee you the right to cancel our Buyer Agreement any time prior to submitting an offer to purchase a property, with no penalties or obligation, if our service doesn't live up to our promise.

CANCELLATION GUARANTEE

Entering into a Buyer Agreement with a real estate agent can be risky business. Many sales representatives will promise the world when it comes to finding you a home, but how many of them can back that up with solid performance? According to a recent survey, more than 80% of home buyers were dissatisfied with the performance of their agent, even if that agent sold them a property. However, most Buyer Agreements lock you into long-term commitments and lengthy broker protection periods, with heavy cancellation fees. In other words, it's an agreement your agent can get out of but you can't.

WE'RE OFFERING YOU AWAY TO WORK WITH US THAT IS TOTALLY RISK-FREE

For you, success in real estate is the ABILITY TO FIND HOUSES THAT MATCH YOUR HOME BUYING CRITERIA FASTER and for LESS MONEY than the competition. I'm confident that I can do this for you because our TEAM has commitment to provide you with the highest level of service in the real estate industry. You're right to evaluate whether we live up to this standard and to cancel your agreement with us at any point prior to submitting an offer to purchase, with no penalties or obligations, if we fail to deliver the service promised.

REMEMBER, YOU ARE NEVER UNDER ANY OBLIGATION TO PURCHASE ANY PROPERTY WE TAKE ALL THE RISK SO YOU DON'T HAVE TO!



CLIENT REVIEWS

I would like to highly recommend Steve Walkenaar for any Real Estate transactions you may have. Steve has extensive experience - he helped us find exactly what we needed in a house as I transitioned from the military to civilian life. Steve has the ability and sensitivity to ask the right questions, listen to his clients, and then know how to search listings and find the right fit for his clients. Steve, whom we have known and trusted for over 15 years is someone you will enjoy working with as you buy or sell your home. Steve was writing a contract for us on a beautiful home, and asked us some questions that led us to doubt our choice, and it was the best thing he could have done...it saved us from making the wrong choice. We still talk about how Steve's sensitivity to us his client, not only helped us make the right decision and "sleep" on it, but then followed through and found just the right house for us, in only a matter of days after that experience. You can see why we highly recommend Steve Walkenaar as your Realtor...he is honest, trustworthy and has the highest caliber of integrity.

- Robert & Louise Keneally

The fact that I hired Steve Walkenaar over the phone speaks volumes about my confidence in his ability. Initially I felt that I would be a difficult client to find the right home for. I was looking for something very specific in a specific area and my price point was under the predominate price range for that area. I am pleased to say that not only did Steve find the perfect property, he negotiated a price that represented the real market value. I highly recommend his services, you won't regret it.

You Won't Regret it! - Matthew McNeill

My husband and I are first time home-owners. We feel so grateful to have found a realtor who is honest, patient, tenacious, and reliable. Steve went above and beyond to help us find a home that we love! Every time we called him with questions or concerns, he either answered his phone immediately or called back no more than 10 mins later! He is extremely professional and a man of his words. When he says he will call you back in 10 mins, he really does! I swear, we asked a bazillion questions...I am sure we even asked the same questions repeatedly, but Steve was understanding and worked tirelessly to help us. Every time we did a walk-through in a house, he would point out the negatives and positives. When we asked him a "What would you do?" Question, he answered truthfully without sugar coating any details. His actions prove that he genuinely cares about his clients. Not once did we feel stressed or overwhelmed. Steve made our entire home buying process so easy and stood by us (literally, even after signing all the paperwork and after getting our keys) up until the very last day. We are sooooo happy and in love with our home! We highly recommend Steve Walkenaar as a realtor. He's extraordinary.

- Jason & Lu Vanloo

From our first meeting through the close of escrow, Steve was extremely helpful and easy to work with. I really felt I could trust his opinion and never felt pressured or like I was taking too much of his time looking at numerous properties. Steve has a keen eye for detail and always pointed out important things that I overlooked. His extensive experience and knowledge in all aspects of the real estate industry really helped me to make a decision choosing a suitable investment property. I definitely plan to work with Steve again in the future, and I would surely refer him to anyone in need of real estate expertise in the Arizona area.

- Zach

ABOUT THE OWNER



Steve Valkenaar
ABR, Realtor

Thank you for contacting The Valkenaar Group regarding the purchase of your new property. We have created this booklet to provide you with a glimpse into how we approach our business and the purchase of your home.

We strive to provide the ultimate real estate service to our clients. As you will see, we offer Guaranteed Real Estate Services, which shows our commitment to our clients. We work diligently to ensure that you are treated the way you want to be treated. Please let us know if you have any questions about our services.

Put the Power of Our Team Behind You

Put the Power of Our Team Behind You! By accessing all available properties, even those not listed in the MLS, coupled with our Specialized market knowledge, state of the art technology and software, extensive search systems, and negotiation strategies, we will give you the advantage over other buyers.

We will find you the right property, save you more money, and our statistics back this up. Finally, we give you our 100% Satisfaction Guarantee.