

ANDREW JONES, REALTOR
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BUYER GUIDE

ANDREW JONES, REALTOR



BROKERED BY CROWN HOMES, HOCKESSIN, DE

WHY WORK WITH ANDREW JONES

Andrew brings personalized service to ensure you gain a thorough understanding of the home buying process while securing the best deal. Our extensive network, negotiation skills, and commitment to your needs provide a seamless and stress-free experience every step of the way.

AVAILABLE TO CLIENTS:

EXPERT MARKET KNOWLEDGE

In-Depth local insights, including current trends, property values, and neighborhood dynamics. This expertise ensures that you receive accurate and up-to-date information to make informed decisions.

STREAMLINED PROCESS

Use of the latest technology to streamline the buying process, from digital paperwork to online scheduling, making every step more efficient and convenient for you.

PERSONALIZED SERVICE

Dedicated to taking the time to understand your unique needs and preferences, offering personalized solutions that align with your goals and lifestyle.





PROFESSIONAL NEGOTIATION

With years of negotiation experience, Andrew is committed to getting you the best possible deal. He will advocate on your behalf to ensure your interests are protected.

EXTENSIVE NETWORK

Extensive network of industry professionals, including lenders, inspectors, contractors, and attorneys, ensures that you have access to reliable and trusted resources when needed.

RELIABLE COMMUNICATION

He understand the importance of timely communication and are committed to responding promptly to your inquiries and concerns. You will receive regular updates on the progress of your transaction, keeping you informed and involved every step of the way.

GUIDANCE AND SUPPORT

Expert Advice: From initial consultation to closing, he provides expert advice and support to help you make confident decisions.

"The goal is simple: to help you achieve your goal while being served with excellence."

WHY YOU NEED A BUYER'S AGENT





As dedicated and experienced real estate professionals, Andrew brings a wealth of knowledge, a passion for helping clients, and a commitment to ensuring a seamless home-buying experience. Keen expertise in navigating the complexities of the real estate market, coupled with our personalized approach, gives Andrew an edge in today's market.

NEEDS AND WANTS EXPLORATION

Discuss your lifestyle needs and preferences to narrow your search and find the perfect home.

NEGOTIATION SKILLS

A buyer's agent advocates on behalf of the buyer, negotiating the best possible terms and price. They possess the skills to navigate through counteroffers and contingencies effectively.

LEGAL AND CONTRACTUAL EXPERTISE

Real estate contracts can be complex. A buyer's agent ensures that buyers understand the terms and conditions, protecting their legal and financial interests.

PROFESSIONAL NETWORKING

Buyer's agents have established relationships with other real estate professionals, including sellers' agents, home inspectors, mortgage brokers, and contractors, facilitating smoother transactions.

FINANCIAL GUIDANCE

Agents help buyers understand their purchasing power, including how to allocate their budget for the home, closing costs, and other related expenses. They can recommend reputable lenders and mortgage brokers who offer competitive rates and terms.

GUIDANCE THROUGH THE BUYING PROCESS

Step-by-Step Assistance: From the initial home search to the final closing, a buyer's agent provides guidance and support through each stage, ensuring all paperwork is correctly completed and deadlines are met.

ACCESS TO OFF-MARKET PROPERTIES

Some homes are sold without being listed publicly. Buyer's agents can access these off-market properties through their professional networks, giving buyers an edge in competitive markets.

EXPERTISE AND KNOWLEDGE

A buyer's agent has extensive knowledge of local market conditions, including current pricing trends, neighborhood developments, and future market forecasts.

POST CLOSING SUPPORT

We're here to assist and answer questions related to your new home even after closing. With our expertise and dedication, you can confidently navigate the market. Secure your dream home at the best price, and enjoy a stress-free journey.







Engaging a buyer's agent provides home buyers with professional expertise, market insights, and comprehensive support throughout the buying process. This partnership not only streamlines the transaction but also offers strategic advantages.

HOME BUYER SERVICES

PROVIDING SUPERIOR SERVICES

- Conduct “Get Ready” Consultation
- Mortgage Lending
- Matching
- “Home Desire” Interview
- Home Search & Market Analysis
- Schedule & Attend Showings
- Complete & Explain Paperwork
- Negotiate to Your Interests
- Attend Inspection & Coordinate Repairs (if applicable)
- Recommend & Coordinate with Attorney
- Provide Weekly Updates
- Coordinate Transfer of Utilities
- Review Closing Documents
- Attend Closing

ADDITIONAL SERVICES
MAY BE AVAILABLE TO
FIT YOUR NEEDS!

BUYER AGREEMENT

THE BEGINNING OF YOUR HOME BUYING JOURNEY

As your agent, Andrew is committed to providing you with exceptional service and ensuring that your experience in purchasing a property is as smooth and successful as possible. This agreement outlines the terms of our Buyer Agreement for your review.

Services We Provide:

- Property Search: We will search for properties that meet your criteria.
- **Market Analysis: We will provide you with a detailed market analysis to help you make informed decisions.**
- Property Showings: We will arrange and accompany you on property showings.
- **Negotiation: We will assist you in negotiating the best possible terms** and price for the property you choose.
- **Transaction Coordination: We will coordinate the transaction, including inspections, appraisals, and closing.**

Buyer's Responsibilities:

- Exclusivity: You agree to work exclusively with us for the duration of this agreement, as detailed in the attached Buyer Agreement Contract.
- Communication: You will promptly communicate any changes to your preferences, financial situation, or any other relevant factors that could affect your home search.
- Documentation: You will provide all necessary documentation in a timely manner to ensure a smooth and efficient transaction process.

By signing the Buyer Agreement Contract, you acknowledge that you have read, understood, and agree to the terms and conditions.

"I am here to help find you your dream home."

BUYER COMPENSATION

WAYS REALTORS GET BUYER COMPENSATION

1. SELLER OFFERS FULL COMPENSATION

The seller agrees to pay the buyer's agent a commission, typically a percentage of the home's sale price. This is a common practice and is often outlined in the listing agreement. The buyer's agent is compensated directly from the proceeds of the sale, costing the buyer nothing extra.

Example: The seller offers a 3% commission to the buyer's agent. If the home sells for $300,000 the buyer's agent receives $9,000 from the seller.

2. SELLER OFFERS PARTIAL COMPENSATION

The seller offers to pay a portion of the buyer's agent's commission but not the full standard rate. The buyer may need to cover the remaining amount to ensure their agent is fully compensated.

Example: The seller offers a 2% commission to the buyer's agent, while the market standard is 3%. If the home sells for $300,000, the buyer's agent receives $6,000 from the seller, and the buyer agrees to pay the remaining $3,000 to meet the agent's full standard commission.

3. SELLER DOES NOT OFFER COMMISSION

The seller does not provide any commission for the buyer's agent. In this case, the buyer is responsible for compensating their agent, typically through an agreement made prior to the home search.

Example: The seller offers no commission to the buyer's agent. If the standard commission is 3% and the home sells for $300,000, the buyer directly pays their agent $9,000.

IT'S IMPORTANT TO DISCUSS POTENTIAL COMPENSATION ARRANGEMENTS WITH YOUR AGENT UPFRONT TO UNDERSTAND HOW THEY'LL BE PAID IN SUCH SITUATIONS.





FREQUENTLY ASKED QUESTIONS

How do I determine my home budget?

Calculate your monthly income and expenses, then use a mortgage calculator to estimate what you can afford, keeping your mortgage payment under 28% of your gross monthly income.

What is the first step in the home buying process?

Get pre-approved for a mortgage to understand your budget and show sellers you are a serious buyer.

What should I look for when touring a home?

Focus on the home's condition, layout, and any potential repairs needed. Also, consider the neighborhood and proximity to amenities.

How long does the home buying process usually take?

Typically, the home buying process takes about 30 to 45 days from offer acceptance to closing. This timeframe can vary based on factors like loan approval and the complexity of the transaction.

How much should I save for a down payment?

Typically, you need 3% to 20% of the home's purchase price, depending on the loan type and your financial situation.

What are closing costs & how much will they be?

Closing costs are fees associated with finalizing a home purchase, typically ranging from 2% to 5% of the purchase price.

How important is a home inspection?

Very important. It identifies potential issues that may not be visible during a viewing and can save you from costly repairs later.

What is the difference between pre-qualification & pre-approval?

Pre-qualification gives a rough estimate of your borrowing power, while pre-approval involves a detailed financial review and a conditional loan offer.

How much should I offer on a home?

Base your offer on comparable sales in the area, the home's condition, and current market conditions. Consult your real estate agent for advice.

What happens if the appraisal is lower than the offer I have placed?

You may need to renegotiate the price, pay the difference out-of-pocket, or potentially walk away from the deal if it cannot be resolved.





LET'S FIND YOUR

DREAM HOME

HOME BUYING ROADMAP

A HOME BUYER PROCESS OVERVIEW!

1

Interview

Find the realtor that is **best** suited for you

2

Pre-Approved

Meet with a lender and get a pre-approval letter

3

Search

Begin your home search online

4

Showings

Attend showings for the homes you're interested in

5

Make an Offer

Put in a strong offer and negotiate the terms

6

Due Diligence

Schedule home inspections & order an appraisal

7

Last Steps

Receive a clear to close form & perform a final walk-through

8

Closing Day

Congrats! Time to get your keys and enjoy your new home



BUYER MISTAKES

COMMON MISTAKES TO AVOID

Homebuyer mistakes are common, but they can be disastrous and lead to unwanted process delays and financial issues down the road. **Let me guide you to avoid these six common mistakes:**

1. ### Not Getting Pre-approved Before Looking
   It is beneficial to determine how much house you can afford.

2. ### Not Working with a Real Estate Agent
   A real estate expert makes the home buying process go smoothly.

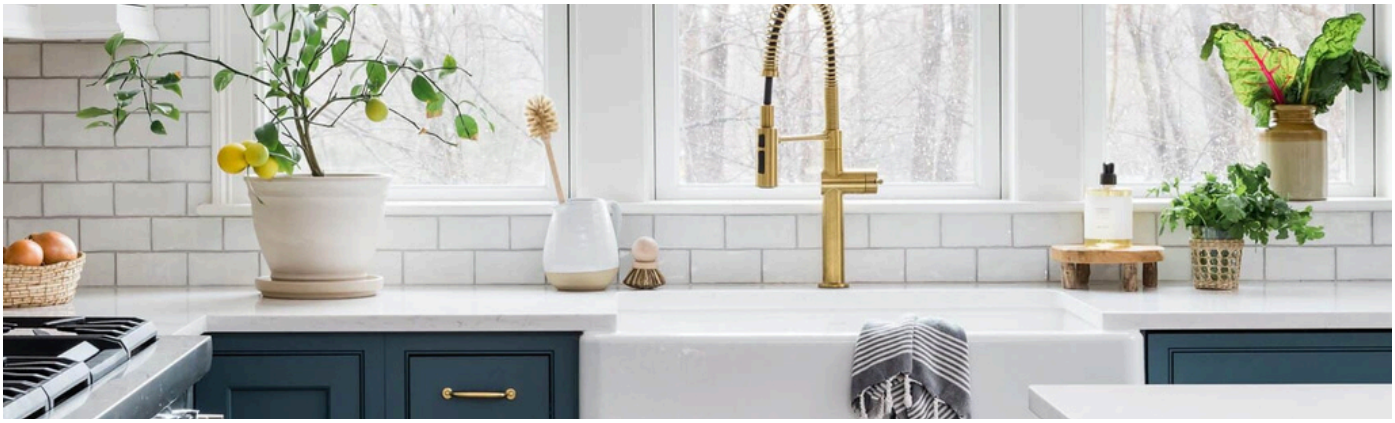
3. ### Not Saving Up Enough
   Be prepared for all home expenses, not just a downpayment.

4. ### Neglecting First-Time Buyer Programs
   Programs and grants exist that can help you to get your first home.

5. ### Not Researching the Neighborhood
   Take the time to research the home's neighborhood.

6. ### Rushing to Make an Offer
   Be 100% sure of your interest in the home before making an offer.

10 STEPS TO BUYING A HOME



1 STEP ONE: Finding an Agent

Research and interview potential real estate agents: Look for agents with strong local market knowledge, positive reviews, and good communication skills. Choose an agent you trust: Select an agent who understands your needs and can guide you through the entire home-buying process.

2 STEP TWO: Prepare Finances

Check your credit score: Ensure it is in good standing to qualify for a mortgage with favorable terms. Save for a down payment: Accumulate funds not only for the down payment, but also for closing costs and other related expenses.

3 STEP THREE: Get Pre-Approved

Research different lenders: Compare mortgage rates, terms, and fees to find the best option for your financial situation. Submit pre-approval applications: Provide necessary financial documents to get a pre-approval letter, which shows sellers you're a serious buyer.

4 STEP FOUR: Start Home Shopping

Create a wish list: Identify your must-haves and nice-to-haves in a home to narrow down your search. Tour homes: Attend open houses and schedule showings with your agent to find properties that meet your criteria.

5 STEP FIVE: Making an Offer

Consult with your agent: Determine a competitive offer price based on market conditions and comparable sales in the area. Submit an offer: Include contingencies such as inspections and financing to protect your interests.

6 STEP SIX: Order an Inspection

Hire a professional home inspector: Ensure the property is in good condition and identify any potential issues that may need addressing. Review the inspection report and decide if you need to request repairs, negotiate the price, or reconsider.

7 STEP SEVEN: Negotiate Final Offer

Respond to the inspection findings: Use the inspection report to negotiate repairs or a price adjustment with the seller. Finalize the terms: Reach an agreement on the final terms of the sale, including any repairs or credits.

8 STEP EIGHT: Appraisal Ordered

Lender orders the appraisal: A professional appraiser will assess the home's value to ensure it meets the loan amount. Review the appraisal report: Ensure the home's value meets or exceeds the purchase price to secure your financing.

9 STEP NINE: Schedule Your Move

Plan your moving logistics: Arrange for movers, pack your belongings, and set a moving date that aligns with your closing. Notify relevant parties: Inform your landlord, utility companies, and postal service of your new address.

10 STEP TEN: Closing Day!

Review closing documents: Carefully read through the closing disclosure and mortgage agreement. Sign the paperwork and transfer funds: Complete signatures, pay closing costs and your down payment, and receive the keys to your new home.



STEP ONE:

FINDING AN AGENT



Buying a home is no small feat; it's one of the biggest financial decisions of your life. When you're ready to buy, finding a real estate agent with the experience to guide you through the home-buying process is key.

Work with an agent who prioritizes your needs and has the skills to:

- Listen To You and Prioritize Your Needs
- Understand Your Local Real Estate Market
- Know How to Negotiate
- Solves Problems Expeditiously
- Communicate with You Regularly

STEP TWO:

PREPARE FINANCES

HOW MUCH CAN YOU AFFORD?



Mortgage lenders recommend that you do not stretch yourself beyond buying a home that costs more than three to five times your annual household income. If you are not purchasing a home with cash, you will need a mortgage pre-approval provided by your mortgage lender. A lender will work with you to secure a loan that meets your needs. While some buyers are concerned with keeping their monthly payments as low as possible, others want to ensure their monthly payments never increase.

Save for a down payment & other expenses!

In order to make your dream of buying a home a reality, you will need to save cash for your downpayment, earn money, closing costs, and home inspector.

It's important to have a credit check done as this will be a factor in determining your mortgage approval and interest rates.

You can improve your score by:

- Paying down your credit card balances
- Continue making payments on time
- Avoid applying for a new credit until 3 months after purchasing your home

STEP THREE:

GET PRE-APPROVED

PREPARE AHEAD OF TIME



If you're ready to make your dream of owning a home a reality, you've probably already heard that you should consider getting pre-approved for a mortgage. It's time to understand exactly what that means and how it might help you.

" Homebuyer tip! Expect surprises! "

Lenders look at every detail of your finances when granting pre-approval. You may be asked about a car loan payment you made with a credit card. Be prepared to answer lender questions as soon as they come up.

WHAT IS MORTGAGE PRE-APPROVAL?

Being pre-approved, unlike being pre-qualified, means you've actually been approved by a lender for a specific loan amount. You will complete a mortgage application and the lender will verify the information you provide. They'll also perform a credit check.

STEP THREE CONTINUED:

MORTGAGE LOANS

WHICH IS BEST FOR YOU?

	Best For:	Who Qualifies:
FHA Federal Housing Administration	Borrowers with lower credit scores and a down payment less than 20%.	Anyone who meets the minimum credit and income levels.
USDA U.S. Department of Agriculture	Income-qualified buyers in rural and some suburban areas who want a low or zero down payment.	Someone who is buying a home in a USDA rural area.
VA Department of Veterans Affairs	Military-qualified borrowers who appreciate a low interest rate and no down payment minimum.	- Veterans - Surviving Spouses - Nation Guard - People honourably discharged
Adjustable-Rate	Home buyers who don't plan on having the mortgage for a long time, or who believe interest rates will be lower later	People who intend to hold the loan for a short time or expect to see a positive change in their income.
Conventional Loan	If you have a strong credit score and can afford to make a sizable down payment.	For people with a credit score of 620 or higher, reliable income, and at least 3% down payment.

Various programs are available for buyers needing down payment, closing cost, or non-traditional loan assistance.

STEP FOUR:

HOME SHOPPING



Time to start house shopping! We will take notes on all the homes we visit. It can be hard to remember all the details of each home, so take pictures or videos to help you remember each home, and review the notes you have written.

Step One

Identify essential and desirable home features, considering your lifestyle, daily routine, and future plans.

Step Two

Explore neighborhoods and review online real estate listings to understand price trends and property availability.

Step Three

Find a reputable agent with local market knowledge, schedule viewings, and receive expert guidance on making offers.

"Explore listings, tour properties, and leverage expert real estate advice!"

STEP FOUR CONTINUED:

HOUSE HUNTING TIPS

TO FIND YOUR DREAM HOME

Planning

Write down all of the things you must have in your new home, things that would be nice to have and things that don't really matter.

Stay in Budget

Get pre-approved for a loan before looking at houses. It will make the buying process much easier and you will know which houses to look at.

Location

Consider any potential home's proximity to your work, neighborhood charm, and how the house is situated.

Size & Floor Plan

Think about how the new home space will be used and whether it will fit your lifestyle now and in the future.

Neighborhood

Drive around on weekdays & weekends, during the day and in the evening. Do the neighbors keep the yards clean and tidy?

Keep an Open Mind

The key is looking past the exterior cosmetic blemishes to the home's bones. Look for a well-built home with potential for changes.







STEP FOUR CONTINUED:

MUST HAVE CHECKLIST

WHAT IS IMPORTANT TO YOU

Type of Home	☐ Family Home	☐ Townhouse	☐ Condo
Condition	☐ Move-In-Ready	☐ Some Work Needed	☐ Fixer Upper
Exterior	☐ Small Yard	☐ Lagre Yard	☐ Car Garage

Kitchen

- ☐ Island
- ☐ Walk-in pantry
- ☐ Cabinet storage
- ☐ Marble countertops
- ☐ Breakfast nook
- ☐ Hardwood floors
- ☐ Modern appliances

Bathroom

- ☐ Modern fixtures
- ☐ Walk-in shower
- ☐ Vanity storage
- ☐ Proper ventilation
- ☐ Bathtub
- ☐ Tile flooring
- ☐ Good lighting

Other

- ☐ Open floor plan
- ☐ Office
- ☐ HVAC System
- ☐ Parking space
- ☐ Ample storage
- ☐ Walk-in closet
- ☐ Laundry room

Bedrooms: _____ Bathrooms: _____ Ideal Square Footage: _____

Desired Location / Neighborhood / School District: _____

STEP FOUR CONTINUED:

IMPORTANT INFO

TO FIND YOUR HOME

Must Haves

Would Like To Have

Which neighborhoods or areas are you interested in? Specific cities, school districts, proximity to work, etc.

What are the best days to schedule showings?

How important is the home's condition? Move-in ready vs. willing to do renovations

What is your primary reason for buying (e.g., first home, upgrade, downsizing)?

STEP FIVE:

MAKING AN OFFER

HOW TO MAKE AN OFFER STAND OUT



The next stage is making a competitive offer. Here are different ways that you can make your offer stand out!

Competitive Offer

A good rule of thumb, specifically in a seller's market, is to start strong. To do this, we will assess the property's market value with a Comparative Market Analysis and determine what it is worth in the current market.

Cash vs Loan

Paying in cash vs taking out a loan offers a faster closing timeline & fewer chances of issues arising, making it more appealing.

Shorter Closing Timeline

An offer with a shorter timeline for closing is generally more attractive to sellers.

Larger Deposit

Typically, it presents as a more serious offer.

HOW MUCH TO OFFER

Your agent will look at recent sales and current buyer activity in the area, as well as the value of the property in its current condition. Using this, it can determine the best price you would like to offer.

STEP FIVE CONTINUED:

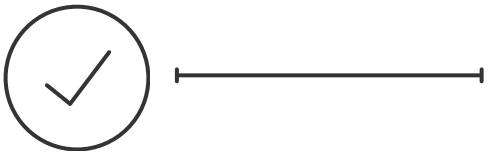
MAKING AN OFFER

THE PROCESS TAKEN

Expert tip when negotiating an offer!

You can negotiate back and forth as many times as needed until you reach an agreement or until someone chooses to walk away.

ACCEPT



Your offer is accepted! It's time to celebrate. Now we will move ahead with any conditions outlined in the offer, such as home inspections.

COUNTER



The seller may come back with their own counter offer. In this case, we will review the terms with you and proceed to negotiate until we reach an agreement.

DECLINE



The seller may reject your offer. We will ask questions to discover why and if there is anything we can do to make the offer more appealing.

YOUR OFFER IS ACCEPTED, CONGRATS!

You will now sign the purchase agreement, then you are officially under contract! This period of time is called the contingency period. Now inspections, appraisals, or anything else built into your purchase agreement will take place.

STEP SIX:

ORDER AN INSPECTION

During the inspection period, **we will schedule an inspection with a reputable home inspector** to do a thorough investigation of the home, on your behalf. Once this is complete, the inspector will provide us with a list of the findings.

A home inspection can help identify deficiencies in a home you're considering purchasing. If the inspection reveals problems or repairs are needed, you may be able to negotiate with the seller to fix those issues.

It is critical that we begin scheduling the inspections you choose as soon as we are under contract on your potential new home. This will ensure that we do not run out of time or have any delays in the process.

TYPES OF INSPECTIONS:

- Home Inspection
- Radon Testing
- Wood Destroying Insects (WDI)
- Mold Inspection
- Foundation Inspection
- HVAC Inspection
- Lead-Based Paint Inspection





A typical inspection period is between 10-14 days

STEP SEVEN:

NEGOTIATE FINAL OFFER

Issues may arise as a result of the home inspection, and those issues tend to result in another round of negotiations for credits or fixtures. We will handle the negotiations on your behalf in your best interest.

Here are your options after a home inspection reveals any problems

1. Ask the seller to have repairs completed by a professional at their expense.
2. Ask the seller to reduce the sale price to make up for the repairs.
3. Back out of the transaction (if you have an inspection contingency in place).
4. Move Forward With the Deal!



STEP EIGHT:

APPRAISAL ORDERED



When your home is under contract, you cannot move forward with the sale until an appraisal is done on the home. In some cases, you may be able to waive your appraisal.

What Do Home Appraisers Look For?

An appraiser looks at a number of factors in the home to determine its value, including:

Home's Basic Condition

Count the number of bedrooms and check for health and safety considerations.

Upgrades

Looking at any improvements or upgrades made to the property.

Other Homes in the Area

As the location is a major factor in determining the value of a property.

Appraisals are Beneficial for Everyone

This lets all parties involved know that the price is fair, and worth the value of the mortgage you are requesting. The loan file then moves on to the mortgage underwriter. If approved, you will receive your final commitment letter that includes the final loan terms and percentage rates.



STEP NINE:

SCHEDULE YOUR MOVE

After Signing

- Schedule a home inspection
- Declutter, sell, or give anything away that you don't want
- Finalize your home mortgage
- Sort out your important documents
- Give 60 days notice if you are renting

4 Weeks Until Move

- Make a list of everything to be moved
- Find packing materials
- Call several movers for estimates
- Start your packing

2 Weeks Until Move

- Transfer your insurance to be covered at your new home
- Notify utility companies of the moving date to stop services and get final meter readings
- Schedule time for closing
- Change address for mailing, subscriptions, etc.
- Pack one room at a time and label all boxes

1 Week Until Move

- Obtain certified checks for closing
- Confirm moving/travel arrangements
- Pack clothes, with enough clothes and personal items needed for a few days
- Schedule a final walk-though date

STEP TEN:

PREPARE FOR CLOSING

STEPS TO TAKE



○ Review Your Closing Disclosure

You should receive this document at least three business days before closing. Compare it with your Loan Estimate to ensure that terms, rates, and closing costs are as expected. Check for any discrepancies and ask your lender to clarify or correct any issues.

○ Organize Your Documentation

Throughout the buying process, here's what to do: gather all necessary documents, including your ID, proof of insurance, bank statements, and any other paperwork requested by your lender or closing agent.

○ Secure Homeowners Insurance

Before closing, here's what to do: obtain a policy and provide proof of insurance to your lender. Make sure the coverage meets the lender's requirements.

Final Walk-Through

Typically conducted on the morning of closing, here's what to do: inspect the property to ensure all agreed-upon repairs are completed and that the property is in the expected condition. Confirm that everything included in the sale (appliances, fixtures, etc.) is still present.

Obtain Certified Funds

Before the closing date, here's what to do: confirm the exact amount needed for closing costs and the down payment. Arrange for a certified check or wire transfer, as personal checks are typically not accepted.

Review and Sign Closing Documents

On the day of closing, here's what to do: review all documents. Ask questions if any terms or conditions are unclear. Sign the documents to finalize the purchase.





Preparing For Your Closing Bonus Tips!

1 **Stay in Contact**

Keep in touch with your agenda and lender, to ensure all steps are progressing smoothly.

2 **Closing Costs**

Be prepared for additional costs such as prorated property taxes, homeowner association fees, and other related expenses.

STEP TEN CONTINUED:

CLOSING DAY



CLOSING DAY

Closing is when you sign ownership and insurance paperwork. During this time, purchase funds are held in escrow, where your money is held safe until the transaction is complete.

FINAL WALKTHROUGH

We will do a final walkthrough of the home the morning of closing to check the property's condition. This takes about an hour. We will make sure any repair work that the seller agreed to has been done.

CLOSING COSTS

Both buyers and sellers pay closing costs. However, the buyer usually pays most of them. The average closing costs for the buyer are between 2% & 5% of the loan amount.

BRING TO CLOSING

- Government-issued photo ID
- Certified funds or cashier's check

RECEIVE YOUR KEYS!



KEEP TRACK OF

HOMES TOURED

ADDRESS	RATING
	1 2 3 4 5
	1 2 3 4 5
	1 2 3 4 5
	1 2 3 4 5
	1 2 3 4 5
	1 2 3 4 5
	1 2 3 4 5
	1 2 3 4 5
	1 2 3 4 5
	1 2 3 4 5

NOTES

NOTES



Our unwavering passion for real estate drives us to go above and beyond for our clients, ensuring that each step of their home buying journey is met with dedication, expertise, understanding, and a genuine commitment to finding your perfect home.

ANDREW JONES, REALTOR
BROKERED BY CROWN HOMES