



BUYING YOUR HOME

Thank you for sharing your homeownership goals with the Mad City Dream Homes team! Our experienced agents will be your advocates and trusted guides to help you successfully navigate this competitive market and buy with confidence. We'll offer creative solutions and put the right plan in place so you can put down roots and make memories in your new home.



YOUR BUYING PROCESS IN 3 STEPS



STEP 1

Tell us about your vision
for your new dream home.



STEP 2

We'll create a customized
home-buying plan for you.



STEP 3

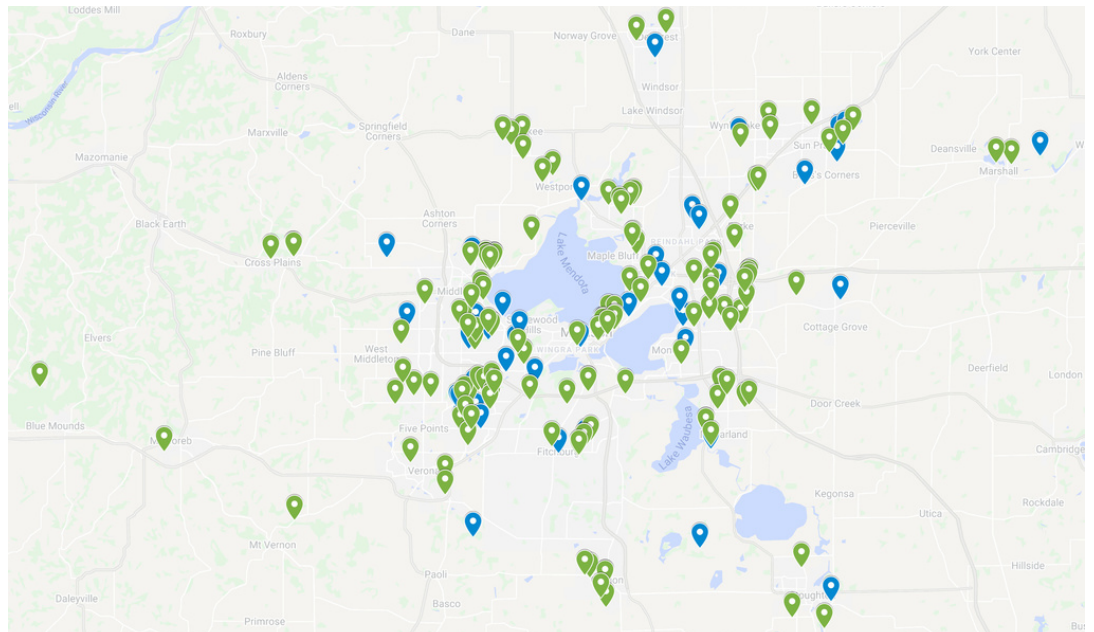
Then we'll guide you through your plan, step-
by-step, until you receive your keys at closing.



A TEAM APPROACH

At Mad City Dream Homes, our entire team of agents and administrative staff is here to assist you with your home purchase. The team approach gives you expertise, flexibility, and confidence to help you achieve your home buying goals.

Our team consistently ranks in the **top 1%** of all agents in our market! We have the experience to get you in your dream home.



REVIEWS

Our results are important pieces of information to review, and what makes us the most proud are our reviews! Here is a sample of what our clients have said about their experience.



Dan Miller

"There are really not words to explain how wonderful this team is. Dan is an incredible man and has an awesome team. He was extremely patient with us during our home buying process. We thought we were ready but did not quite have the finances but he did not just write us off. Once we were fully ready, he walked us through the process. He provided excellent insight about the market. When he was not directly available, others stepped in seamlessly. Dan was there when we needed him most. Dan was an advocate for us even before fully realized we need any advocate. He even stayed in touch after the closing on our home. My family will use the services of the dream team for our next dream property and future dream home!"

"As first time homebuyers, we were nervous going into our home search, especially given this market. We worked with Shelley and she made the whole process a breeze! Extremely knowledgeable, friendly, and responsive -- she was always so well prepared and gave us excellent advice to navigate this market. I would highly recommend Shelley to anyone looking to buy!"



Shelley Lazzareschi



Alan Feder

"Five stars isn't enough, to convey how pleased my wife and I are with our experience with Alan. As a young couple, most Realtors did not take us seriously, but that wasn't the case with Alan. He was professional from the get go. When we first met him he walked us through what we could expect if we worked with him and he did not disappoint. He went above and beyond to help us find a home we were happy with and ended up working late so we could get our offer in once we found a house we liked. I honestly can't recommend Alan enough."

"Chris was a pleasure. She was more than patient with us. I don't know how many times we changed our minds, but whatever it was, she made sure that it would fit our needs and wants. If it didn't, she would let us know. Once we put in the offer, April was on it. Their team were very helpful and walked us through the process. Nothing was left out. They included every detail. April did a great job keeping us on task, and where we were in the process. If I were to do it all over again, I would go with Mad City Dream Homes.

Chris, April, and their team are awesome."



Chris Venden

REVIEWS



Lane Manning

"Lane explained things and responded quickly to any questions or issues we had. We were in a very competitive market at the time and Lane thought of every option, even out of the box ideas, for us to stand out for the owners/agent of the home we were wanting to purchase. It worked! We found what we were looking for and stayed within our budget. He also helped navigate the balance of buying and selling at the same time and helped us maximize the sale of our home. Buying and selling a home can be very stressful and it was great to have an agent like Lane on our side."

"We would give Max Woods more than 5 stars, if the option was available, and would recommend anyone interested in buying a house in Madison, give him a call. He is a good listener, skilled and responsive communicator, knowledgeable negotiator, resourceful problem solver and just a lot of fun! He prioritized our satisfaction over making the sale, seeking expert advice on upgrades and issues to help us with the final contract negotiations. All of these characteristics made working with Max a uniquely positive and memorable experience."



Max Woods



Maureen Moran

"From our very first contact with Maureen, we knew we were working with a very special lady, and that we had made the right choice for our realtor. We were very specific with our needs, and Maureen guided us through the entire process with caring expertise, superb knowledge, incredible patience, and more than a little humor. She was amazingly quick with informing us of new listings that would meet our needs, and was always there to support us through the ups and downs of our search with frequent hugs and welcome laughter. I think she was just as excited as us when we finally found, and ultimately purchased, our perfect home. In the sale of our previous home, Maureen again exhibited her incredible professionalism, and helped make the entire process go flawlessly."

Please check out all of our reviews! Just Google "Mad City Dream Homes."

BUILDING YOUR TEAM

Your home purchase process will involve several professionals. We will help you put together a team that is in your corner to get you into your new home. The first connection to make is with a local mortgage lender to ensure you have a strong advocate. Need recommendations? We work with several top notch lenders in the area.



CONNECTING WITH A LENDER

Many buyers shop mortgage rates but fail to shop service and results. Be sure to choose a local lender who is knowledgeable, reliable, and responsive. Interviewing lenders? Great idea! Here are a few questions to ask:

- ① What is an estimate of closing costs?
- ② I have heard about buying down a rate. Can you tell me more?
- ③ Who would I work with from your organization throughout the process?
- ④ How often and how will I receive status updates on the loan process?
- ⑤ How long will it take to complete the underwriting process?
- ⑥ If I apply, will your organization perform a hard or soft credit check?
- ⑦ Based on my situation, what loan type do you recommend and why?

GETTING YOUR PROCESS STARTED

☒ Determine your home search criteria

☐ Location, location, location!

☐ Start showings

☐ Submit offer & negotiate

☐ Buyer agency

☐ Steps to closing

☐ Yay, you are a homeowner!



HOME SEARCH CRITERIA

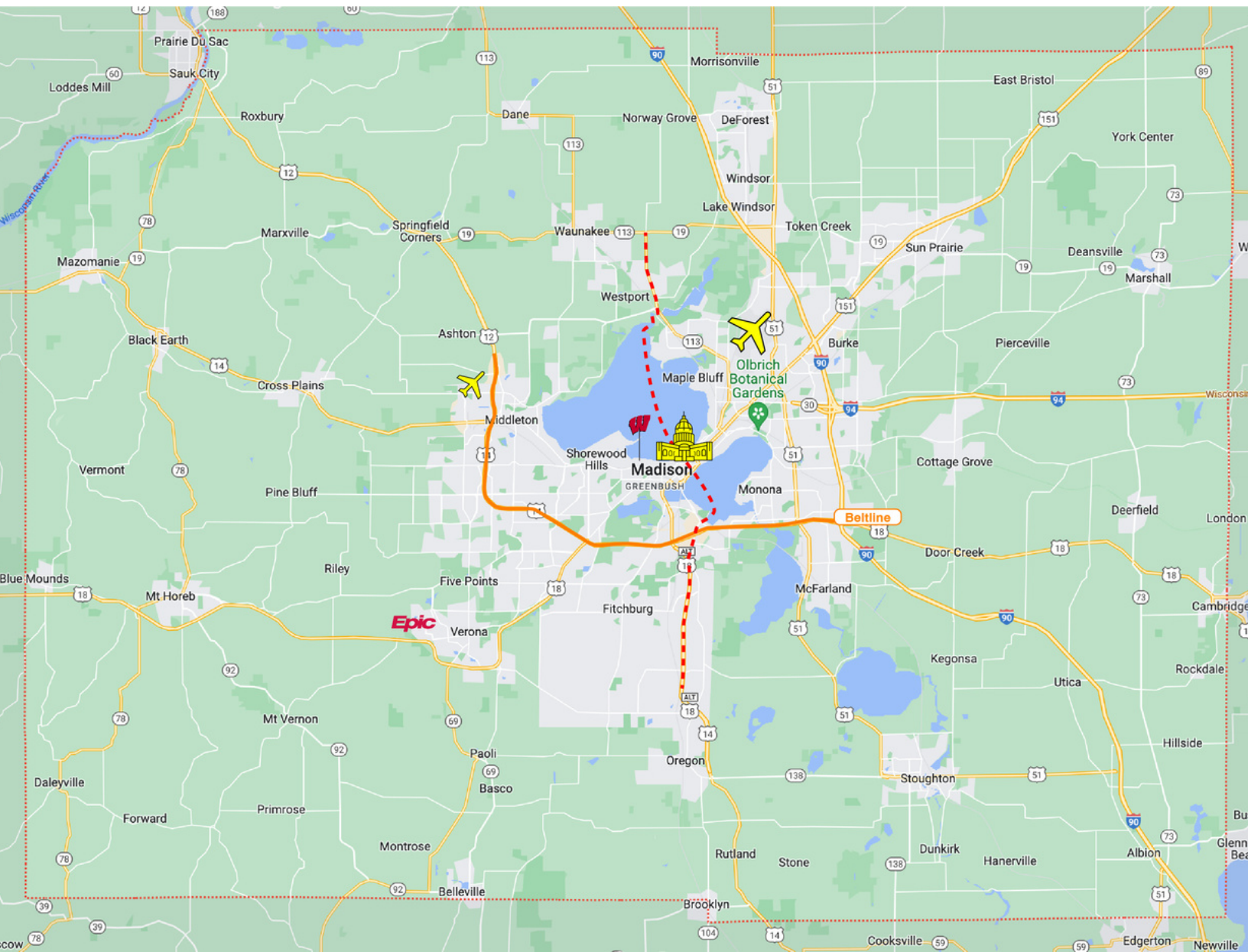
We look forward to learning more about your property needs during our consultation. To set up your search, we're going to focus on your must-have list and your wish-list. Consider some of these criteria:

- Type of property (single family home, condo, duplex, townhome)
- Preferred location or school district
- Budget
- Preferred property size, number of bedrooms and bathrooms, and type of garage
- Approximate age of your home
- Fixer upper vs. move-in ready
- Accessibility for you and your family
- Pet limitations



LOCATION, LOCATION, LOCATION!

Our team is here to help you discover the location that best aligns with your lifestyle! As we set up the criteria for your home search, we can use maps like this to discuss how to tailor your search based on your preferences. You can also explore detailed guides and photos of hundreds of neighborhoods and condominium associations in the Madison and Dane County area on the Communities tab on our website!



START SHOWINGS

This is so exciting...we are ready to start showings! Showings will help us identify what is important to you in your home.

- ✓ Does it check the majority of your must-have list and some of your wish list?
- ✓ Could you make changes in the future to make it your own?
- ✓ Can you see yourself living in the home?



SUBMIT OFFER & NEGOTIATE

You found a home that checks a lot of your boxes! Each market is unique and each property deserves careful evaluation. When you are ready to submit an offer, we'll start by completing a market analysis to give you a sense of what other similar properties are selling for nearby. And we'll give you recommendations on how to make your offer stand out!

We will also effectively communicate with the listing agent in order to better understand the dynamics of the sale. Then we'll discuss the terms of your offer to help you make a competitive offer. The term that we first consider is price, but offers come with contingencies as well. Contingencies are points of renegotiation. We will discuss strategies to strengthen your offer, and we'll negotiate on your behalf.



BUYER AGENCY

You are preparing to make what is likely your biggest investment. It is important that you have an advocate.

Duties that we owe to everyone:

✦ Fair and Honest Treatment

✦ Disclosure of Material Adverse Facts

✦ Confidentiality

✦ Accurate Market Condition Information

✦ Reasonable Skill and Care

✦ Safeguarding Funds

✦ Objective Presentation of Offers

Additional duties that we owe you with a buyer's agency agreement:

✦ Loyalty

✦ Information and Advice

✦ Disclosure of Material Information

✦ Obedience

✦ Negotiation



STEPS TO CLOSING

Getting your offer accepted is a very exciting step in this process, and the job doesn't stop there! Our team is with you every step along the way. We'll be working to ensure all terms and conditions within your contract are done timely and that the transaction progresses smoothly. Yep -- obstacles can and do come up. Our experienced team is here to help you address any of these challenges and replace feelings of overwhelm with a sense of calm and confidence.



OUR FUTURE TOGETHER

When your transaction is complete, you might think it is time to ride off into the sunset. Please know that your Mad City Dream Homes team is here. We are here to help at any point in the future. So if you want data on the market -- we are here. If you need your closing paperwork to complete your taxes -- we are here. If you need a contractor recommendation -- we are here. And if you need an agent recommendation in Maui -- we are here. If you have real estate questions or questions about what is happening in our community, know that we are here. We look forward to continuing to connect with you and your family!

