

MYERS COBB
REALTORS



MARQ & BRITTANY COBB

BUYER'S GUIDE

myerscobbrealtors.com

MARQ & BRITTANY COBB



HELLO

MARQ COBB

Marq has over 17 years experience selling Real Estate and has sold thousands of properties.

He handles every aspect of the real estate process with efficiency and professionalism and has a reputation for providing effective, efficient, personal service to his clients with high level communication.

BRITTANY MYERS COBB

Brittany has 16 years of sales & marketing experience and is a digital & social media marketing expert. This allows her to find creative ways to differentiate Myers Cobb within the Real Estate arena through stylish and effective marketing. Brittany looks to redefine Memphis Real Estate and offer their clients an exceptional experience through targeted Marketing, Client Specialists and Concierge Services.

THE MYERS COBB TEAM

Marq and Brittany offer their clients "Elite Services" where every client has full access to the both of them with double the support, a hands on approach and A+ service!

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myerscobbrealtors.com

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WHY MYERS COBB?

MYERS COBB
REALTORS



Myers Cobb Realtors specializes in several areas of Real Estate which makes our firm truly unique. Our family-owned, boutique brokerage offers a full-service luxury experience with concierge services. Heavily focused on social and digital marketing, Marq and Brittany offer an elevated experience having you walk away with a new standard for Real Estate Agents!

Exceptional Service In:

Residential buying and selling
New Construction sales and neighborhood development
Recreational, Farm, and Hunting Land
Investment Properties

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REAL ESTATE TERMS



PRE-APPROVAL

A pre-approval is the first step to obtaining a mortgage to purchase your home. The banker will perform an analysis on your income, debt, and credit-worthiness. You will need one in order to be ready to put an offer on a house.

TITLE SEARCH

A title search will confirm that the property that is being sold, in fact belongs to the seller.

OFFER

An offer is a preliminary agreement to purchase a home, and is set between a buyer and a seller.

CONTINGENCY

A contingency related to a property is when the preliminary offer is accepted, pending certain conditions set out by the seller.

HOME INSPECTION

A home inspection is an official review of the real estate asset's current condition. They will help to determine if there is any work needed to be done to the property to bring it to normal working order.

DISCLOSURES

The disclosures related to a property will include everything that the sellers know about the property, including any areas that need repairs.

APPRAISAL

An appraisal is the value that is assigned to the real estate asset based on an assessment of the asset, neighborhood, market condition, and more.

CLOSING

The closing part of the real estate sale is when the money and keys are exchanged.

CLOSING COST

The closing cost is the amount that is paid, in addition to the sale price. This can include: taxes, insurance and lender expenses.

GOOD FAITH MONEY

Good faith money is the balance of funds that are set aside into a trust or an escrow account to show the buyer is serious about the purchase.

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THE MYERS COBB TEAM

01



A real estate agent is a huge asset to you as you go through the home-buying process. This is one of the biggest decisions of your life and you need a skilled professional guiding you through the process.

We work with your best interests in mind and offer you full access to the both of us, allowing double the support while guiding you through step by step.

INDUSTRY KNOWLEDGE

We have access to a wide variety of resources that is not readily available to the public. We can help you determine the best price and time to sell and/or off market listings not on the MLS.

CUSTOMER SERVICE

We are dedicated to helping you answer any questions that arise from this process and are available by text and phone 7 days per week.

SOCIAL MEDIA MARKETING

We are heavily focused on social and digital marketing and offer an elevated experience having you walk away with a new standard for Real Estate Agents. We know Marketing.

PROFESSIONAL EXPERIENCE

We undergo continuous training and compliance to ensure that we are up to date on any changes in legal or administrative paperwork. We pride ourselves on our work ethic and professionalism.

SMART NEGOTIATING

With our collective experience and expertise, we can help you negotiate the best price for you.

CONCIERGE SERVICES

Our family-owned, boutique brokerage offers a full-service luxury experience with concierge services that extend beyond the close of the sale.

FINANCIALS

PRE-APPROVAL

Obtaining a pre-approval on your mortgage will help you in many ways. First it will help you determine your budget, and help you stay within your means. Second, it shows the seller that you are a serious buyer and that you have the funds necessary to complete the purchase.

We'll recommend trusted partners that will help you get pre-approved, quickly and effectively.

CREDIT SCORE CHECK

Your banker will likely perform a credit check prior to approving a mortgage and determining your interest rate. The most ideal range will be 620 or above.

The better your score, the lower the interest rate you will be charged on your mortgage.

02



HOME SEARCHING TIPS

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- We'll first ask you for your criteria and help you search for the perfect home. We have access to homes not currently listed on the MLS (Off-Market Listings) and will work on your behalf to find exactly what you're looking for.
- Pay attention to features of the property that are fixed such as the neighborhood, the lot size, and the orientation of the home. Don't pay too much attention to the colors of the walls or the furniture.
- Be sure to make a list of your must haves, wants, and don't cares.



MAKE AN OFFER

Once we find a house you love, we will make an official offer to the seller.

We'll make sure you're within your means but competitive enough to win the deal.

NEGOTIATE

Be prepared to receive a counter-offer, and don't be afraid to bargain for your purchase.

Be sure to know what you are buying and ensure that you feel the price is fair at the end of the day.

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INSPECTION



We recommend that you allow for an inspection to be completed prior to the closing of the sale. It is important to know as much about your home as possible.

If anything serious comes out of the inspection, you will have the option to back out of the agreement.

Feel free to ask your inspector to take pictures and be descriptive in their report.

You can also ask for a meeting with the inspector to better understand their findings.

Once the inspection is complete, we will discuss and negotiate with the seller any final points.

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Other checks you should run prior to finalizing the purchase of your new home:

1. Appraisal
2. Property title search

Your banker will also want a formal appraisal of the home prior to issuing your loan. Be sure to purchase home insurance for your new property! *We have trusted partners we will recommend!

The lender will review any and all financial related forms and information prior to granting the loan.

They will review details like:

1. Your income
2. Credit check
3. Employment status

SCHEDULE YOUR MOVE

As part of our Concierge Services, we will recommend trusted partners to help make your move easier.

Closer to your move, you'll want to consider the following:

- Movers
- Renovators/ contractors
- Utilities
- Cleaners
- Move out details



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CLOSING

Closing is the final step for you to become the legal owner of your new home. We will take you through a final walk-through just before closing to assure the negotiated work has been completed and everything is what was expected. We recommend 901 Title to handle the closing process itself and the paperwork.

CONGRATS ON YOUR NEW HOME!

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CUSTOMER TESTIMONIALS



The experience of buying a home with Marq was outstanding! He is very knowledgeable, took the time to sit with us to understand what we are looking for, and kept us updated on houses available. We saw 11 houses in 3 days and Marq was great in pointing out potential issues with houses we saw. After finding our dream home, he kept in constant contact to ensure everything was ready and was a great mediator between us and the sellers. I highly recommend Marq to anyone who is looking to buy or sell and would definitely work with him again in the future. Overall, outstanding service and experience!



Brittany just sold our rental in 24 hours from it hitting the market. I live in Nashville so she handled everything for us. Replacing the carpet, paint, etc... highly recommend!!



Marq and Brittany were my agents when buying a second home at the lake. They were awesome!! He was very knowledgeable and insightful as to the home buying process. She was very willing to go above and beyond to make my purchase as hassle free as possible. They voluntarily took on much of the work that I thought I would be responsible to complete. It made the process smooth and easy.



Marq is a master of his craft, my go-to realtor! Bought 13 rental properties, relied on his expertise since I'm out of state. Always up front, honest, straight to the point; never steered me wrong. Looking forward to continued success with Marq, so excited!



Marq and Brittany helped my wife and I sell our home last year. Brittany came out and walked through our home, suggested some minor cosmetic details to address, and then sent their photographer out. Our house was listed on MLS with professional photos within hours. Marq helped us field several offers before ultimately attracting the offer that we accepted. Throughout the process, they spoke with my wife and I several times each day and even well into the evening. Marq also helped negotiate the lease back of our house as we needed time before we could take possession of our new home. I could tell that Marq had worked many transactions and I always felt as if he was firmly in control of the situation. When their names are on the sign, you can tell they take pride in what they do!

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