

Buyer Representation - *Considerations Before We Meet*



Prominent
Properties

Sotheby's
INTERNATIONAL REALTY

Partnership matters

Greetings Prospective Buyer,

Buying your home can be an exciting time, but we appreciate that it can also be both stressful and emotional. Our job is to make it easier for you from start to finish, and with our combined years of experience from guiding first time home buyers to assisting with downsizing and relocating, we have the breadth of expertise to do just that.

In our experience, a home isn't about just room dimensions, colors or floor plans, it's about how you feel when you walk through the front door, and the way you can envision your life unfolding there.

This brief presentation will show a comprehensive process overview & plan highlighting how we navigate strategically to preview properties and ultimately negotiate and secure your new home. We work with each client taking the time to understand their unique needs and lifestyle, customizing the home search process to deliver exceptional results because every home is unique, just like you, just like us.

Thank you for your consideration as we would be honored to exclusively represent you.

Warmest regards, Brooke & Laura



YOUR TEAM

Birdsall-Visentini Property Partners

After over twenty years collectively in corporate marketing and the real estate industry, our partnership as Birdsall-Visentini Property Partners combines this expertise and our life journeys to deliver unparalleled service and results.

With a background serving at top luxury brands, such as Ralph Lauren & Conde Nast, we bring the highest standard of personalized service, meticulous attention to detail, and a commitment to excellence. Our experience in luxury real estate marketing and deep knowledge of the local markets ensure a seamless, sophisticated experience for our clients.

For over a decade, we've built strong, referral-based relationships by treating clients with respect, maintaining focus, and delivering exceptional communication throughout their journey. We tailor our approach with every client to provide an elevated, custom sale or purchase design plan.

Our proven strategies and track record of success speak for themselves, and we're proud of the lasting impact we've made.



www.BirdsallVisentiniProperties.com

Follow us on instagram [@birdsall_visentini_properties](https://www.instagram.com/birdsall_visentini_properties)

Client Testimonials



Our client testimonials reflect our commitment, loyalty & dedication to serving each one of our clients with an exceptional, seamless, joyful experience.

For more customer reflections, visit our website and scroll to our reviews section.

Thank you!



Brooke & Laura

Client Testimonial



Brooke was incredible to work with!!! She was super responsive and professional. Brooke was very patient and helped us see many homes and put multiple offers until we landed our home. She was very accommodating to our work schedules that required around the clock communication. Brooke was also very respectful and a knowledgeable realtor during the housing crisis. As this was our first home buying experience she was able to answer many questions and concerns we had and put our minds at ease. Brooke went above and beyond for us and I would HIGHLY recommend her to anyone who is in the market for a house! 5 Stars!



Jessica C.

Client Testimonial



“

Brooke was a delight to work with from start to finish. She was consistently knowledgeable and kind to us the entire time we worked with her. She went out of her way to find out any information we requested and she helped us find the most perfect rental home in Chatham, NJ. I would certainly recommend Brooke to anyone looking to rent or buy. She is trustworthy, reliable and so helpful!

”

Rebecca M.

Client Testimonial



“

Laura's helped me with several sales and purchases, and continues to be on top of her game. She understands the market and her process is fantastic - efficient and responsive. I highly recommend her for anyone from a first time buyer to a seasoned investor. She takes the time to meet your needs.

”

Ellen D.

Client Testimonial



My family was relocating from Atlanta to New Jersey and Laura came highly recommended. With a tricky timeline, an intense market, and a global pandemic, Laura quickly understood our needs and kept us honest within our budget, offering personal touches and an attention to detail that was incredible. She was patient, prompt in her responses (regardless of time of day), and knowledgeable about the local market. Laura managed our long distant relationship perfectly. She vehemently advocated on our behalf during all stages of the process and found our family a home that checked all of the boxes. We are so grateful and cannot recommend her highly enough.



Danielle H.

SIGNIFICANT SALES

What have we done
for buyers lately?



BERKELEY HEIGHTS

Sold for \$655,181 (multiple bid win)



MADISON

Sold for \$1,030,000
(won out of 16 offers)



CHATHAM TOWNSHIP

Sold for \$1,200,000(\$100k under ask)



FLORHAM PARK

Sold for \$640,000 (multiple bid win)



CHATHAM BORO

Sold for \$1,102,500 (multiple bid win)



THE BUYING PROCESS

You'll like
the way we work

Together we'll follow a proven path to success.

1

JOURNEY
CONSULTATION

Review Buyer
Representation &
agency relationships.
Establish purchasing
power. Consult on
must haves. Share
Market stats.

2

TOUR HOMES &
COMMUNITIES

Preview, tour &
review properties &
town offerings.
Share local intel.

3

SUBMIT OFFER

Craft competitive
offer-strategies to
stand out above
the rest after
reviewing comps &
seller guidelines.

4

OFFER ACCEPTED &
DUE DILIGENCE
BEGINS

Contract is signed,
Attorney review,
Under Contract,
home inspections,
repair requests,
deposits due.

5

CLOSING THE
TRANSACTION

Prep with attorney,
final walk thru,
utilities transferral,
keys & CONGRATS!



Powerful together

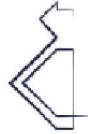


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Birdsall-Visentini
PROPERTY PARTNERS

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What to Expect on Your Initial Consultation



An initial meeting is important to understand your home buying needs and to develop a strategy to help you successfully make a purchase.

Understanding Your Real Estate Goals

- Purchase time frames
- Past experience with real estate purchasing
- Financing and stage of pre-approval, if a loan is needed

Refining Property Search Criteria

- Location and neighborhood
- Price range
- Size of home, style, amenities
- Specific requirements and non-negotiables
- Condition of home and flexibility to make improvements
- School districts, commute, walkability, neighborhood amenities, etc.

Understanding Buyer Agency

- What it means
- Area(s) covered
- Begin and end dates
- Compensation

Your Trusted Real Estate Advisor



Buying a home is typically one of the largest investments you will make in your lifetime. A trusted real estate advisor can act as your expert guide to negotiate on your behalf, navigate the complexities of disclosures, reports and contracts and help you avoid costly mistakes.

Leveraging the Sotheby's International Realty® Brand

- Sotheby's International Realty® is a globally recognized brand
- Lends credibility
- Success is defined by our deep commitment to our clients
- Trust has been built over 270 years

Navigating the Home Purchase Process

- Experienced professional in your corner
- Competitive advantage when searching for your home and accessing local resources
- Agent's broad perspective can provide a stabilizing force

Benefits of Exclusive Buyer Representation

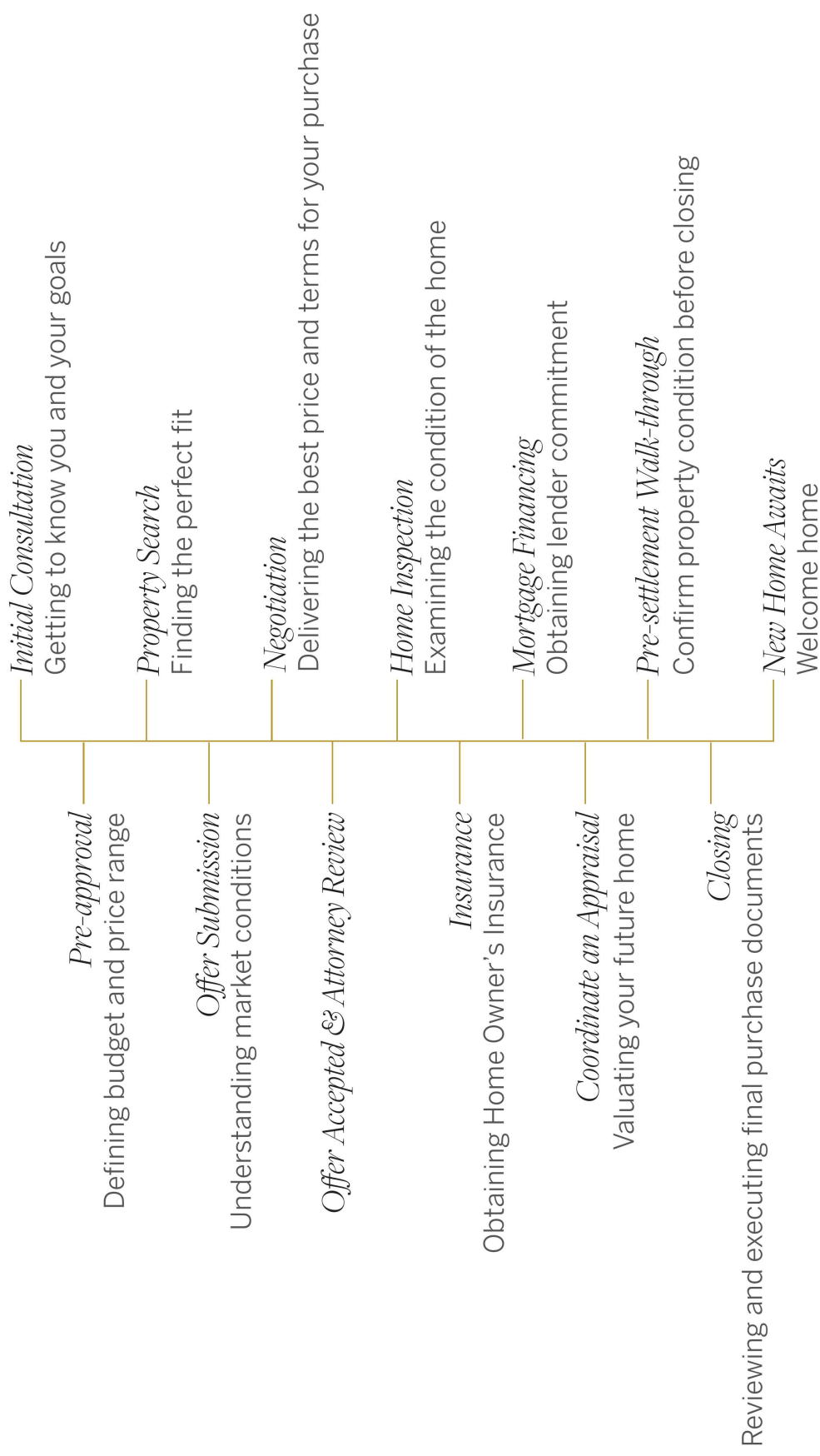
Your Prominent Properties Sotheby's International Realty agent will prepare a contract outlining our services so we can commit to assisting you with your home purchase. As your exclusive broker, we will be guiding you through the home purchase experience and will help prepare you to be the buyer that stands out from the rest.

Below is an overview of how we demonstrate value and contribute to a successful purchase.

- **Create a personalized purchase strategy**
- **Provide an overview of the current market dynamics and challenges**
- **Evaluate purchase price range**
- **Setup MLS listing alerts**
- **Schedule property tours, both privately and of open homes**
- **Provide access to off-market, and office-exclusive listings**
- **Review disclosures on selected homes**
- **Evaluate & negotiate offers**
- **Recommend vendors for inspections**
- **Assist with procuring a mortgage lender**
- **Assist with attorney recommendation, if needed**



The Complex Journey of Purchasing a Home



Exceptional Service *From Start to Close and Beyond*

Whether you are embarking on your first home purchase, transitioning from another region or country, exploring real estate options, or seeking out-of-state opportunities.

- Experienced Real Estate Advisors understands your unique requirements
- In-depth grasp of our local markets, fortified by an extensive global network
- Comprehensive advice and strategy

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